

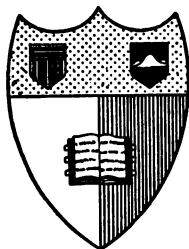


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# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

APRIL 20, 1922

Number 1

## LAUGH

Build for yourself a strong box,  
Fashion each part with care;  
Fit it with hasp and padlock,  
Put all your troubles there.  
Hide therein all your failures  
And each bitter cup you quaff;  
Lock all your heartaches within it,  
Then sit on the lid and laugh.

Tell no one of its contents;  
Never its secrets share;  
Drop in your cares and worries,  
Keep them forever there.  
Hide them from sight so completely  
The world will never dream half;  
Fasten the top down securely,  
Then sit on the lid and laugh.

—O'Neil Goodwin

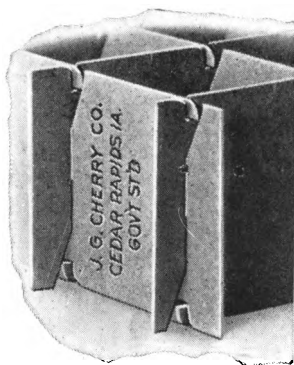


# Shipped 100 Cars of Eggs 1200 Miles—No Breakage

That's the record of Mr. J. D. Minium, of Clear Lake, Iowa, who shipped 100 cars of eggs, March to October, 1921, mostly to New York, and **all** packed with

## **"CHERRY" Double-Lock Fillers and Six Excelsior Pads to the Case**

Later he shipped mixed cars of eggs and poultry—**SAME RESULT.**



Send for our useful booklet, "Fourteen Rolls and **WHY.**" It explains how every Cherry Double-Lock Filler is made up of strips from 14 different rolls and why this insures a high average perfection in every Cherry Filler. It also tells about the new system of **Branding** every "Cherry" Filler so that shippers, in making claims against carriers, can prove that they used **high-class** fillers.

This whole subject is too important to overlook in these days of narrow profit margins.

Send for a sample filler.

**J. G. CHERRY COMPANY**  
**CEDAR RAPIDS, IOWA**

**We Are**  
**Keyed Up**  
**FOR**  
**Big Business**

Last year, in addition to our very heavy consignments of eggs, this house handled

**Approximately 400 Cars**

For the

**Poultry Producers of Central California**

—now merged with the four other big co-operative associations of the Pacific Coast, and now operating here through a New York branch.

**Our Fine Organization Will Remain Intact**  
and we solicit, this season,

**500 Cars of Eggs**

from entirely new sources, East and West. Consign us and avail yourselves of this well established outlet.

**George E. Cutler**

**EGGS EXCLUSIVELY**

**331 Greenwich St.**

**New York**

# **WE CAN SUPPLY EVERYTHING**

## **The Egg and Poultry Shipper Needs.**

**Cottonwood, White Tupelo and Gum Egg Cases, Egg Case  
Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry  
Boxes, Poultry Barrels, Egg Case Machines, Egg Can-  
dlers, Baled Excelsior and Eureka Egg Case Openers.**

**Prompt Shipment—Carloads or Less.**

**Cairo Egg Case & Filler Co.**  
**CAIRO, ILLINOIS**

**C. M. Drake & Co.**

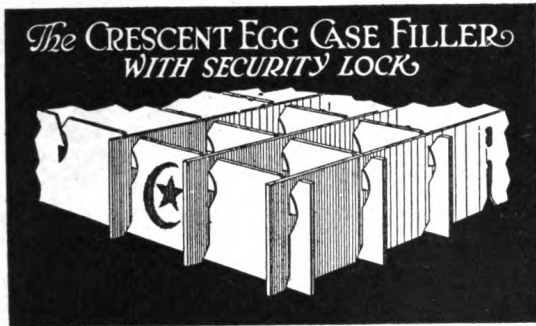
**21 South Water St.  
Philadelphia**

# **Poultry Eggs**

**Ship to us. Our life-long experience, our impor-  
tant and extensive outlets and our constant desire  
to please will make you a satisfied shipper.**



# An Insurance Policy With No Premiums to Pay



The Crescent Egg Case Filler user virtually receives an insurance policy which safeguards him against losses from broken eggs.

Because it is made from clean, sweet, Kansas prairie straw, which imparts no taint nor odor to eggs; because it is water calendered, resulting in a hard, smooth finish which resists moisture and will not curl; because it is so strong that 400 pounds can't crumple it; and because it has the patented Security Lock, the Crescent provides absolute protection to eggs in transit to market and in storage.

And, as the Crescent costs no more than the ordinary filler that does not have these features, you don't have to pay premiums on this policy.

Write for a sample filler and see why we can make such strong statements for the Crescent.

Address

## **The Creamery Package Mfg. Company**

1408-10 W. 12th St.  
Kansas City, Mo.

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## Switch Onto the Purina Way Make Gains Enroute!

**I**F THERE is still a single poultry shipper who holds to the notion that it is necessary to take a shipping loss, we want to hear from him and show him the road to gains.

### Purina Chicken Fatena

Carload shippers who feed Purina Chicken Fatena are making gains enroute, ranging from 300 pounds to 1,000 pounds per car. Many shippers never made a gain in all the years of their experience, until they fed Fatena. Many have never failed to make a gain since they started to feed it.

### Write For Feeders' Reports

*Don't put it off another day, but write us now for full information. Those extra several hundred pounds may just as well be yours. Use coupon below.*

#### RALSTON PURINA COMPANY

984 Gratiot St.,  
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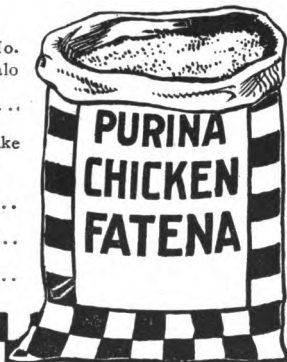
St. Louis, Mo.  
Buffalo

Please send full information showing how to make gains in shipping poultry.

Name .....

Street .....

City ..... State.....



# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, APRIL 20, 1922

NO. 1

## NEW YORK EGGS

ACCUMULATIONS FALL BEHIND EARLY EXPECTATIONS ALTHOUGH APRIL RECEIPTS EXCEED THOSE OF LAST YEAR—SEASON IS LATE

BY F. G. URNER

The egg movement to leading markets so far this spring has not been so great as was expected at the time of the spring conventions, and the accumulations in cold storage, while much greater than in any previous year, have fallen considerably behind the phenomenal figures of 1921.

The season has been later, particularly in the more northerly sections, than last year. The weather has been colder, there have been late storms of snow and sleet, a great deal of rain, and the floods and bad roads have, in some sections, interfered seriously with free collections.

In March the total egg receipts at New York, Chicago, Boston and Philadelphia were 1,877,254 cases as against 2,072,766 cases last year and 1,380,014 cases in 1919. And at the close of that month the total accumulations in cold storage in the United States were reported by the Bureau of Markets at 938,000 cases against 1,926,000 cases same date last year. At the four markets, the March decrease of receipts, amounting to 195,512 cases, compared with a decrease in total accumulations at these cities of 324,425 cases, indicating a considerably larger consumption. At New York the statistics of receipts and accumulations indicated an especially large trade output of nearly 748,000 cases against 586,000 last year.

These changes in the situation as compared with an earlier expectation of excessive supplies and early accumulations led to a gradually hardening market in which the gradually advancing prices paid at country points were a predominating influence.

Many contracts had been made by wholesale distributors for storage packings for delivery during late March and April at prices based upon cost plus a certain amount for packers' profit or as prices in such a

relation to market quotations on day of shipment or day of receipt as would preclude a profitable sale by contractors on the open market. These arrangements led to a free movement to the warehouses for owners' account as soon as storage packings began to reach the markets in any quantity, and, with large demands for current trade needs, buyers were obliged to pay gradually hardening prices in order to draw a sufficient supply away from cold-storage channels. Storage-packed firsts to extra firsts, which opened on the New York market at 26@27c about mid-March, gradually advanced to a range of 27@29c by the close of the month. Later, although the receipts increased materially, country prices were still further enhanced in many of the more favored sections and the demand for current consumption was increased by the requirements for Easter (April 16th) as well as for the Jewish holidays (April 13th and 14th). But the chief source of strength in prices was the high cost of high-grade eggs arriving and the disposition to store all surplus not promptly saleable at a profit, and under this influence there has been a further advance in New York prices up to April 17th of about 1c a dozen, recent sales of storage-packed firsts advancing to 28@29c, of extra firsts to 29½@30c, and with rare lots of extra fancy quality taken up to 30½@31c.

The abundance of rain in producing sections has led to an unusually large proportion of dirties in the current receipts, and packers who have graded closely have generally been getting some 30 to 40 per cent of dirties to the car. This has made the selections cost high in relation to the prices paid for bulk eggs in the interior, and large quantities have been going to storage for owners' account at a cost above what could be realized on the open market.

Some dealers have lately come to the conclusion that we shall not realize the increase of egg production this year that was earlier anticipated. They point to the larger quantity of poultry marketed since January 1st



as evidence that farmers have been selling off an unusual proportion of their flocks in order to realize cash to meet pressing obligations. Under this belief some dealers who were holding off earlier in the season have lately made up their minds to buy April eggs for storage even at the higher prices lately prevailing, and at this writing there is a generally firm feeling in the market.

There are, however, some interesting statistical features developing since the opening of April that ought to be considered pretty carefully before being carried away with the recent bullish tendencies. Despite the rains and bad roads that have prevailed in important producing territory since mid-March, the egg receipts in Chicago, New York, Boston and Philadelphia during the first half of April were 1,396,000 cases against 1,149,000 cases last year and 1,283,000 cases in same period of 1919. This is a larger run of receipts, I believe, than ever before recorded in any equal period, and, when it is considered that a large northern territory has been later than usual in reaching flush egg production, it certainly indicates an unusually large productive capacity.

At the four leading markets total accumulations up to April 15th, inclusive, were still short of last year, being 1,311,302 cases (including street stocks) against 1,589,289 cases same date last year. But the decrease in these accumulations (277,987 cases) was less than it was at the opening of April (324,425 cases) and, while the decrease in this deficiency was much less than the increase in receipts, it must be remembered that practically all of the excess needs incident to the Easter and Jewish holiday demands were supplied from arrivals during these 15 days.

Last year the egg movement fell off materially during May, and it is not unlikely, I believe, that they will hold up better in May this year because of the later approach to flush production in the northern states. This, however, is merely a matter of opinion. There are some well posted egg men around here who believe that we shall not overtake last year's egg accumulations at any time this year, but, considering all the conditions, the chances seem otherwise to this observer, to whom it would not be surprising if the total on August 1st reaches

the record figures of 1919.  
New York, April 17.

## PHILADELPHIA.

Trading in eggs, for the week, has been on an active basis at a firm and unchanged figure.

Most of the sales reported were made as follows: Extra firsts, 27½c; firsts, 26½c; seconds, 23 @25c; southern firsts, 25½c.

The receipts have been quite large and ample for all demands. The bulk of the arrivals went to various chain stores, of which Philadelphia has several thousand. They seem willing to handle eggs at little or no profit. Loose eggs are offering in a retail way at 25c@27c; selected eggs in cartons, 28@30c. These figures are very attractive to housekeepers and they are liberal buyers.

Storage eggs are going into the coolers in large quantities, and with liberal advances offered by the storage plants, it is likely that housing will exceed last year's holdings.

Senators figure, if the present senate tariff bill becomes a law, with a rate of 8c per dozen, on shell eggs, that it will bar the influx from China and other countries.

This possibility is stimulating both the storer and storage men to secure a large crop, they holding the opinion that eggs next fall will be a money making product in America. Last season proving one of profit to most all owners of fine eggs, they are now willing to take a chance for 1922—1923.

The live poultry market has been active on supplying the Hebrew trade for the Passover holidays. Heavy, meaty poultry of all kinds have sold quickly, at high prices. Birds of quality had a selling value of 35c per pound, and more at times, being gauged by the fancy of the buyer. Medium and thin stock were in abundance and dull and slow of sale. Considerable of this grade remains unsold and sellers are anxious to find a buyer.

With the passing of the Hebrew holidays prices are lower and demand less, with an excess supply.

The demand for dressed poultry was sufficient to absorb the limited offerings, and values were steadily held.

The warm weather prevailing has opened up a demand from the seashore buyers, who claim that trade with them is quite satisfactory.

## CHICAGO EGG MARKET.

MANY DELIVERIES YET TO BE MADE ON APRIL EGG \*OPTIONS— BULLS SEEM TO BE PLAYING IN LUCK— SUPPLY SEEMS AMPLE, PARTICULARLY SINCE CHICAGO PRICES HAVE OF LATE BEEN SO FAVORABLE.

The chief interest here this week is in the windup in trading of the April option. There remain still 524 open contracts for delivery of storage-packed firsts this month, and but eight days in which to make delivery. Under the circumstances, the bulls have everything their own way. The market was run to 26½c. Twenty-seven cents was paid for a few cars. Unless the longs turn loose at these figures, it seems as though there would be a fair chance of a 28c market on this option.

Another factor that makes the option higher is a tightening on the inspection requirements. Several cars were complained of that were delivered earlier in the month, and the board, which had been somewhat hampered by the change from union to non-union inspectors at the time of the strike, issued strict instructions to the inspectors now working, which have resulted in their bearing very heavily on the grading of all cars presented. Comparatively few eggs will now pass muster. By decreasing the available supply, this has strengthened the market.

On the other hand, the high prices now existing in Chicago have attracted more than our customary share of the eggs. Receipts here yesterday were 47,000, today 28,000. A fair proportion of these eggs are graded and were brought into town to meet just such an emergency as is now developing. The Bureau of Markets reports that last night there were carried over on track 202 cars of eggs, the largest number of cars reported any time this spring. New York receipts are fairly light this week, for the same reason: The eggs are coming here. At the same time, it is doubtful whether buyers will appear in the market at these prices, men who have a purely speculative interest in the option. If new support is withdrawn, the option may peter out without any decided shortage at the end. Sales today were 127 cars, which is a large number, compared to the number of contracts short. Much interest will center in the number of open contracts on hand tomorrow morning, and the

movement of the market tomorrow will in some measure depend upon this report.

The May option and all the fall options moved up in sympathy with the Aprils today, but it is doubtful whether these fall options will move any further, it being easily recognizable that the April price is not due to intrinsic value but to a shortage of eggs for immediate delivery. Septembers closed at 27¼c; Octobers, 28c; Novembers, 28¾c; Decembers, 29c. The weather here is dry and fair, not too warm. Ideal weather for drying up roads and bringing in the eggs. In spite of this April shortage the story is not yet all told. There are plenty of eggs, and it is not unlikely that by the first of June we shall have outstripped last year's storings. Holdings at Chicago now equal last year's. The spot market for current receipts is firm but not much higher, today's quotation, 23½@24c, being the range at which most of the actual sales are being made.

Chicago, April, 19.

## OPENS MINNESOTA HOUSE.

A. E. Anderson of Ridgeway, Iowa, has opened the Anderson Produce Company at Blooming Prairie, Minn. It's Mr. Anderson's intention, we understand, to build a modern poultry plant, with refrigerator, in that town. He is now doing business and will make the improvements later.

## BUSINESS IS GOOD.

E. C. Getts, Whitehall, Wis., reports receipts of 500 cases of eggs per week. This is 20 per cent below last year's receipts for the same time. In April he will ship about 2,000 cases; in May, 2,500. His storage-packed eggs are all contracted for. The spring lay, he anticipates, will be 10 per cent less than last spring's. He is getting 500 pounds of poultry per week.

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881    Capital, \$4,750,000.00**  
**Total Space Cooled, 16,400,000 cubic feet**

**Best Service for**

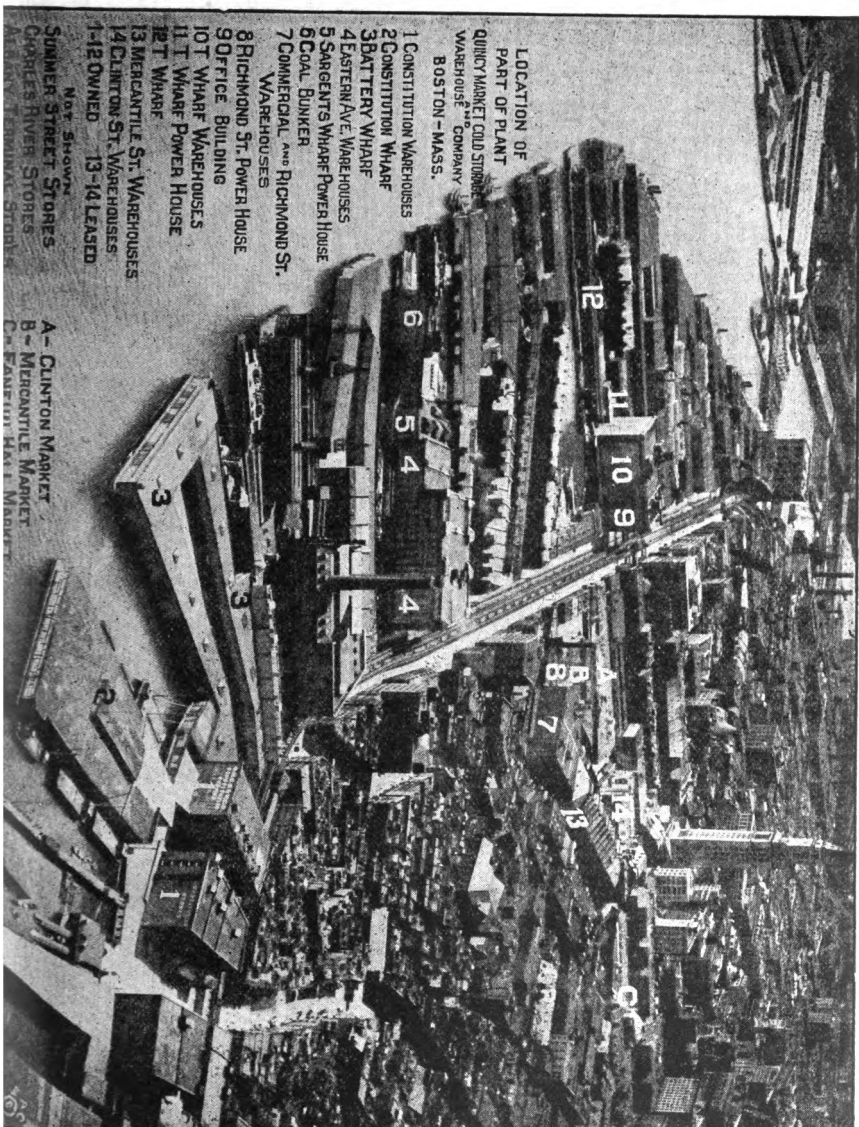
# EGGS BUTTER POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**





**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

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EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.  
Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

#### GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

#### PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., APRIL 20, 1922

#### THE GREAT YEAR.

This is the great year because of the beginning of great progress: this year of 1922. It will not be a year for the amassing of great wealth, the completion of great projects, the fulfillment of great aims. The year on which we have entered will be a year of great advancement, of sound development, of fundamental progress. We have crossed off costly mistakes and have paid a terrible price for experience; but never before in the history of commerce has there been so much evidence that business men have gained something for the price they have paid.

A new birth and a new beginning have come to us. We have before us the opportunity to grow. A few painful years ago we had the opportunity to swell, and we swelled; we did it with as much blind enthusiasm as a child will use in chasing a butterfly.

After the swelling period, which came as disaster wearing the garments of opportunity, followed the calamitous days of contraction. Swelling held out a lure; shrinkage had all the stern reality of necessity; growth offers an opportunity hall-marked with the stamp of endurance.

Let there be no misunderstanding concerning 1922 and its offer of opportunity. Relieve your mind of any idea that this year will ever become noted for the number of business men who retire on the profits accruing during these eventful 12 months.

Deep in the heart of the great hope for 1922 is the recognition of the vital truth that the ways of this year are not the ways of 1914, nor of 1920. Those who have stood against adversity with courage and determination and foresight know that service, and only service, will now reward business.

A generation from now, when distance will give men the opportunity to look back over the road traveled, the scene will reveal this year as that incident of time when valorous business, after struggling through the most treacherous morass of mistakes into which the commerce of this country has ever plunged, again treads firm ground.

So we find the eclipse lifting from the face of prosperity, and with it the first streaking rays of a new day lighting up the neglected path of progress.

The old cycle of commerce, fit to meet former standards, has run its course. The cycle we have entered with the new year presents responsibilities peculiar to its character, and rewards worthy of the finest efforts.

Many of the old landmarks have disappeared. The mad period when demand stood in line and begged for its share of the ceaseless flow of goods which seemed to sink from sight into what we foolishly thought an exhaustless demand, has passed.

In like manner limbo has consumed the remains of stagnation and glut.

Today, and during the several months in the foreground of the

future, we will have neither a "buyer's" nor a "seller's" market. The market for this year of progress will be a service market and will offer a reasonable reward to those who shape their manners and methods to deserve it.

Already there are signs, yes, proofs, that business is righting itself; or, more properly expressed, is being righted by the labor of intelligence cooperating with will.

How vital, then, that each of us take up his tasks with boldness based on courage, and with confidence made of honesty of effort. The race will be to the swift and the victory to the strong, only in proportion to their ability and desire to serve.

Never before has business needed to educate its public so much as at the present time. The attitude of consumer toward retailer, of retailer toward wholesaler and jobber, the attitude of these distributors toward the manufacturer has not been one of happiness and confidence during the last several years.

This attitude of all the departments of business toward each other, and the attitude of the public toward its points of business contact, must be fairly and squarely regarded if we are, as a people, to make the progress this year opens up to us.

Suspicion, doubt, indecision followed the trail of wild expansion. Now that the shock of adversity has brought us to our senses we see that the only safe course before us is to regain and increase confidence. Frankly, business played the fool, and now it must work hard to build once more that spirit of optimism which is the dividend paid by faith.

EVERY good thing is imitated sooner or later, and in the imitation somebody usually gets imposed upon. Poultry culling—the examination of a flock by one who knows and the removal therefrom of such hens as are not laying or are "not built to lay"—has saved farmers much in recent years. Out west a gang has been working the proposition to their own advantage and to the serious loss of their farmer victims. They agree to do the culling for 1c a bird, provided the farmer will sell them the culls at the market price. And then, so we are told, the cullers pick out the layers and leave the farmers those that are not producing.

THAT business is getting better—or that we think it is (and our thinking so may have something to do with it) is generally believed. But getting back to normal will not be accomplished in one jump. When revival comes, it will have approached so softly that we will not have realized it was on the way.

AND now, up in Canada, they are issuing records of performance to hens for egg production done under proper supervision and which is up to a certain standard—just as the various dairy cattle breed associations issue certificates for milk and butterfat production on cows.

THAT standard-bred hens lay more eggs than hens less well bred, and that egg-laying ability is very largely an inherited trait are facts every wholesale egg and poultry dealer should know and which he should pass on to his farmer-producers.

WE SAW a statement recently—the intimation being that it was a startling statement—to the effect that a Frenchman had learned how to make gold from lead. That's nothing. Plumbers have been doing it for a long time.

"FRIENDSHIP," says Lord Clarendon "has the skill and observation of the best physician, the diligence and vigilance of the best nurse, and the tenderness and patience of the best mother."

"THERE are two sciences," says Socrates, "that every man ought to learn; first, the science of speech, and, second, the more difficult one of silence."

THE sweetest thing we have heard of in the co-operative line is one in New York state—the Co-operative Association of Maple Syrup Producers.

ISN'T it strange that a miser, apparently, grows rich by seeming poor, and that an extravagant man grows poor by seeming rich?

YOU may not be able to judge a man by the clothes he wears, but you can usually judge a firm by the stationery it uses.

NO FORWARD steps were ever taken by a pessimist.

## NATIONAL BULLETIN.

TRAFFIC BULLETIN NO. 7, FROM THE TRAFFIC SERVICE DEPARTMENT OF THE NATIONAL POULTRY, BUTTER & EGG ASSOCIATION CALLS ATTENTION TO NUMEROUS CHANGES IN RATES, AMONG THEM AN EXPRESS RATE CHANGE, EFFECTIVE JUNE 1ST.

The American Railway Express Company has issued notice of its intention to make the following changes in Official Express Classification No. 27, effective on June 1, 1922:

(a) Rule 16-C of the classification at present provides that if a shipper makes written request for an exclusive or special car, and such car is furnished, charges will be based on the actual weight of commodity loaded subject to a minimum of 12,000 pounds. It is proposed to amend this rule to provide that where a refrigerator car is requested and furnished, charges will be based upon actual weight, subject to a minimum of 15,000 pounds.

"At the present time there are a number of commodity rates in effect on butter, eggs, dressed poultry and cheese in carlots, subject to minimum weight of 20,000 pounds, and shipments moving under these commodity rates will not be effected by the proposed change. However, if a shipper has, say, 10,000 pounds and wants the exclusive use of a car, under the present rule he would pay charges on the basis of 12,000 pounds minimum, whereas, under the proposed rule, shipment would be subject to minimum weight of 15,000 pounds.

(b) Item 15 of the express classification now reads as follows: "Eggs, Market. Second-hand standard or gift cases or carriers (cases or carriers which have already been used in the transportation of eggs, and are re-used) must be strapped with iron, wire or wooden straps on the sides and bottom at each end.

"All trays and dividing boards must be hard calendar strawboard weighing not less than  $3\frac{1}{2}$  pounds to the set, and of sufficient size to fill the compartments to prevent shifting; the bottom dividing boards must be placed next to the eggs, and on top of a cushion of excelsior, cork shavings, cut straw or corrugated strawboard cushion; the top dividing boards to be placed next to the eggs and covered with sufficient excelsior, cork shavings, cut straw

or corrugated cushion to hold the contents firm in place.

It is proposed to amend the above rules to read as follows:

"Eggs, Market. Second-hand standard or gift cases or carriers (cases or carriers which have already been used in the transportation of eggs, and are re-used) *must be strapped with heavy wire or flat metal band at each end of case extending from top on one side around the sides and bottom of case and to the top on other side.*

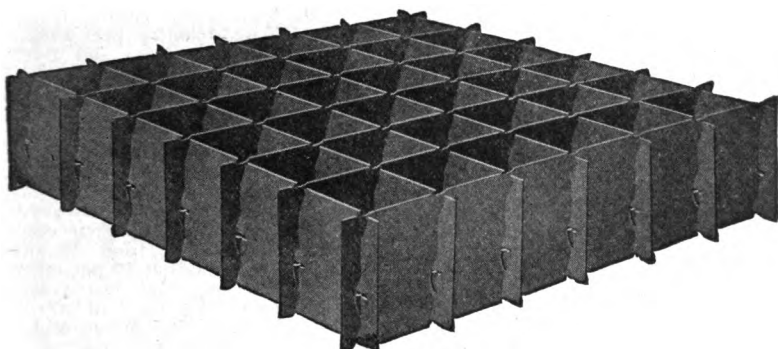
"All trays and dividing boards must be of hard calendar strawboard weighing not less than  $3\frac{1}{2}$  pounds to the set, and of sufficient size to fill the compartments to prevent shifting; the bottom dividing boards must be placed next to the eggs, and on top of a cushion of excelsior; the top dividing boards to be placed next to the eggs and covered with sufficient excelsior to hold the contents firmly in place."

Note the proposed change in strapping of second-hand cases, also the proposal to eliminate cork shavings, cut straw and corrugated strawboard as cushions.

(c) At the present time, the express ratings on live poultry and pigeons are predicated upon value, the first and second-class rates applying when the declared value does not exceed 50c per pound (gross weight of poultry and coop), and one and one-half times first-class applying when the declared value exceeds 50c per pound. It is proposed to eliminate all reference to the "50c per pound" valuation, and, in lieu thereof, provide that the lower ratings (first and second class) will apply on poultry and pigeons, live, *when not chiefly valuable for breeding, exhibition, show or other special purposes*, and the higher rating (one and one-half times first-class) on poultry and pigeons, live, *when chiefly valuable for breeding, exhibition, show or other special purposes.*

(d) Under the present express classification, Live Poultry and Pigeons, shipped in coops where corrugated strawboard or fibreboard is used and forms a necessary part of the coop, are classified double first. It is proposed to reduce this classification to one and one-half times first.

You are requested to carefully study these proposals and favor the department with any suggestions or criticisms that may occur to you.



# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean out—correctly designed look—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

33. Action of the carriers in regard to the proposed establishment of charges over and above the freight rate for refrigeration of less carlot shipments of butter, eggs, dressed poultry and cheese has been indefinitely postponed.

34. Upon our request, the Western Trunk Line Committee has agreed to defer setting a date for hearing of the carriers' proposal to establish in the tariffs of western roads a rule which would require the shipper of live poultry to deposit with the railroad agent at point of origin the sum of \$10 for each and every L. P. T. car ordered. The details of this proposal were outlined in Subject N. 30 of Traffic Bulletin 6. The date of this hearing has been set aside until after the Interstate Commerce Commission renders its decision in I & S Docket No. 1451.

35. The Great Lakes Transit Corporation has issued Supplement 14 to Tariff ICC 42, effective April 20, 1922, and reduces the carload rates on butter, cheese, eggs and dressed poultry from Duluth, Minn., Dollar Bay, Hancock, Houghton, Hubbell, Mich., Superior Docks and Itasca Dock, Wis., to Buffalo, New York,

Boston and other eastern cities. The new rates are on the basis of 10% less than present rates, and are published to expire on June 30, 1922.

#### FAVOR HEAVY BREEDS.

Egg receipts of 25 cases per week are reported by J. C. Ellis, Hayward, Okla., which is considerably more than he was getting last year. He expects to ship 100 cases in April and is getting 1,000 pounds of live poultry per week. He states that the egg and live poultry business is increasing and that they are advocating large varieties of poultry that lay large eggs.

#### TENTH LESS.

The Duster Mercantile Company, Duncan, Neb., advise us their egg receipts are running from 35 to 50 cases, which is about 10 per cent less than for this time last year. They will ship 150 cases in April and about the same amount in May. It is their opinion that the production this spring will be 10 per cent below that of last spring's. They are shipping from 500 to 1,500 pounds of live poultry per week.

# John Stewart Co.

**Wholesale Dealers  
and Brokers In**

**EGGS, POULTRY,  
BUTTER, CHEESE**

**149 Olay Street**

**San Francisco, Cal.**

**We specialize in Italian types of Cheese, and  
are in position to quote in large or small lots**

**The firm of Stewart & Ham has been  
dissolved and the new firm—the John  
Stewart Co.—organized.**

**Write or wire us when we can serve you.**

# YOUR EGGS

Should be stored in a  
**CONSUMING MARKET**

Our warehouses serve  
The greatest  
Distributing and consuming  
Market in the world

## UNION TERMINAL

**COLD STORAGE CO.**

Henderson, 12th, 13th and Provost Sts.

**JERSEY CITY, N. J.**

On two Trunk Line Railroads—  
The Erie Railroad and the D. L. & W. Railroad.  
Connections with all Railroads entering New York City.

---

## MANHATTAN

**REFRIGERATING CO.**

West Washington and Gansevoort Markets

**NEW YORK CITY**

On tracks of New York Central Railroad.

---

## KING'S COUNTY

**REFRIGERATING COMPANY**

Wallabout Market

**BROOKLYN, NEW YORK CITY**

Wire or write us today for rates, advances and shipping directions

T. A. ADAMS, President

General Offices:

R. A. ADAMS, V-Pres.

**525 WEST ST., NEW YORK CITY**

## INDIANA INQUIRY.

"A good deal has been said about the weather, but not much has been done about it," writes Wm. Locks, secretary of the Indiana Egg and Poultry association, to his membership. Or, rather, this is the lead he uses to get down to the following:

"Talking about the weather has been a good deal like talking about candling eggs through the summer season; a good deal has been said but not much done.

"A number of dealers in this state have raised the question recently as to what we are going to do about it this year, and we feel it is a matter that has got to be solved if any of us make any money on summer eggs.

You, no doubt, have some ideas on this subject, and I believe that we should get together and plan to do something to insure better eggs through the hot weather this year.

"This can be done either by sectional meetings, or by a general meeting, and this should be done within the next three or four weeks."

Accompanying this letter is a

questionnaire covering the following ground:

"Did you buy any eggs on a strictly candled basis last year?"

"Did you buy any eggs on a 'rot out' basis?"

"Do you anticipate pursuing this course during the coming summer?"

"Do you feel that the dealers could accomplish more by co-operation in this matter?"

"Do you favor and will you attend a general meeting at Indianapolis to thrash out this matter?"

"Do you favor sectional meetings or smaller groups?"

"What date would be most convenient to you for such a meeting?"

## MARKETING BETTER EGGS.

F. J. L. Blanc, Caseville, Mich., reports egg receipts around 20 cases per week. He will ship 60 cases in April and about 50 cases in May. He says: "We find that farmers are more careful every year about bringing in clean eggs. We demand that they do this, however, and encourage them to keep the hens' nests clean and thus give us a better product."



# Ship Us Your Eggs

We have a place for them—any quantity. We can get the top price for them—always. We can make money for you if you pack good eggs.

**We Will Buy Your Eggs or Handle on Commission**

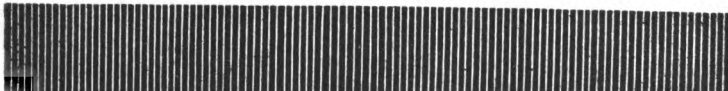
We will store your eggs and make liberal advances. You'll like to do business with us.

**John J. MacDonald Company**  
**13 South Water St., Philadelphia**

MEMBER OF: Philadelphia Produce Exchange; Philadelphia Butter and Egg Board; National Poultry, Butter and Egg Ass'n; Iowa Wholesale Egg, Butter and Poultry Dealers' Ass'n; Illinois Poultry and Egg Shippers' Ass'n; Missouri Ass'n Butter, Egg and Poultry Shippers; Ohio Butter, Egg and Poultry Producers' and Shippers' Ass'n.

REFERENCES: Corn Exchange National Bank, Philadelphia; The Egg Reporter; Bradstreet's and Dun's Agencies.

**ESTABLISHED 1871**





Frank A. Horne, Pres.  
Alex. Moir, Vice-Pres.

Harry C. Lewis, Sec. & Treas.  
Frank L. Hawley, Asst. Sec.

# **Merchants Refrigerating Company**

**We Have Space for Your**

# **EGGS**

**In Warehouses of Modern construction  
and Unexcelled locations.**

## **NEW YORK**

17th Street and 10th Avenue Warehouse in the West  
Washington Market District on tracks of the New York  
Central Railroad.

Downtown Warehouses in the heart of the Produce  
Trade, convenient to all Railroad Terminals and Piers.

## **JERSEY CITY**

Warehouses have track connection with all Freight lines.

## **NEWARK**

Warehouse adjacent to the Wholesale Market center.

**Main Office: 161 Chambers St., New York, N. Y.**

# What Will Buttermilk

Collis Process Pure  
teed to contain 90% milk solids

Since Semi-Condens  
to contain only 30% milk solids,  
milk, it is only worth one-third

Experiment station  
many produce men have prov  
Fresh Buttermilk in feeding va  
using Collis Process Pure Dried

**COLLIS PROD**  
CLIN

# You Pay For This Season?

Dried Buttermilk is guaran-

Buttermilk is guaranteed  
one-third that of Dried Butter-  
e price of Dried Buttermilk.

sults as well as those of  
hat Dried Buttermilk is equal to  
You will save many dollars by  
Buttermilk.

## CTS COMPANY

I, IOWA



# WONDERFAT

**Shipping Feed for Live Shippers  
Station Feed for Milk Feeders**

**For Prices and Samples  
Write**

**V. R. COMBS, North Kansas City, Mo.  
SALES MANAGER**

## WONDERFAT FEEDS

**Manufactured By**

**ARCADY FARMS MILLING CO., Chicago, Ill.  
CLOVERLEAF MILLING CO., Buffalo, N. Y.  
GOLDEN GRAIN MILLING CO., East St. Louis, Ill.  
TRIANGLE MILLING CO., North Kansas City, Mo.**

**SOME POULTRY MOVING.**

The Blackwater Produce Company, Blackwater, Mo., write: "We are getting 120 cases of eggs per week, which is 15 per cent less than we were getting last year. In April we will ship about 500 cases of eggs and will market 450 cases in May. We do not ship in carlots. We figure that the spring lay will be 10 per cent more than last spring's. We are shipping from 600 to 800 pounds of poultry per week. We do not dress poultry the year round. The egg season did not start as soon this year as it did last year, but it may last longer. Hens are moving freer than a month ago."

**SUMMARY OF HOLDINGS.**

The United States Department of Agriculture reports that the figures indicate there were 949,244 cases of eggs in storage April 1st as compared with 1,926,108 cases April 1st last year and a five-year average of 580,000 cases.

Of frozen eggs there were 10,472,261 pounds in storage April 1st compared with 20,873,239 pounds April 1, 1921, and a five-year average of 9,859,000 pounds.

**USUAL AMOUNT.**

Egg receipts of 35 cases per week are reported by J. A. Johnson, Rio, Wis. This is about the same as he was getting at this time last year. In April he will ship from 140 to 150 cases and will have about 125 cases of eggs to ship in May. He looks for about the same production as last year's in his territory.

**PREDICTS TENTH MORE**

John Elliott, Lamont, Iowa, reports egg receipts of 200 cases per week, which is about the same as for last year. In April he expects to ship 600 cases and to have about the same amount to ship in May. He sells on track, current receipts, and looks for about 10 per cent more eggs than were produced in his territory last spring.

**EXPECTS FIFTH MORE.**

H. Ehlers, Ogden, Iowa, reports receipts of 75 cases of eggs per week, which is more than he was getting at this time last year.

In April and May he will ship a total of from 600 to 700 cases of eggs and looks for about a fifth bigger crop than was produced in his territory last year.

**TO SELL STORAGE-PACKED.**

C. A. Fosse, La Porte City, Iowa, reports egg receipts of 800 cases per week, which is about 30 per cent more than for this time last year. In April he expects to forward 3,500 cases and will have about 2,500 cases to ship in May. He will storage pack about three-fourths of his receipts and looks for the spring lay to be about the same as last year's.

**SOME INCREASE.**

Eller & Son, David City, Neb., handle eggs in connection with their general merchandise business. They are getting 25 cases of eggs per week, which is about the same as for this time last year. In April they will have 125 cases to ship and about 100 cases in May and estimate that the spring lay will be 10 per cent more than last spring's.

**BUSINESS GOOD.**

The Farmers' Cooperative Mercantile Company, Hoffman, Minn., report receipts of about 50 cases of eggs per week, which is more than for this time last year. They will ship from 175 to 200 cases in April and from 200 to 250 cases in May. They look for a 20 per cent increase over last spring's production.

**TENTH MORE.**

Wilkey & Lawless, Paloma, Ill., report eggs receipts of 50 cases per week, which is about a tenth more than they were getting at this time last year. Their receipts for April and May will run about as they are now, although they look for a heavier spring lay in general than they had last spring.

**LOOK FOR LESS.**

J. L. Jensen Company, Rosholt, Wis., report receipts of 25 cases of eggs per week. In April they will ship 100 to 125 cases and expect to ship the same amount in May. They believe the spring crop will be a third less than last spring's.

### WASHING EGGS.

The Cooperative Poultryman published for the egg producers who are members of the New Jersey Poultry Producers' Association, speaks to its farmer constituency on washing eggs as follows:

"We can't sell dirty eggs at clean egg prices and we can't put washed eggs into cold storage.

"Many, if not most, of the dirty eggs can be avoided by keeping nests, dropping boards and litter clean, by being sure that the egg gatherer's hands are clean when eggs are being taken from nests, and that the pail or basket in which they are gathered is clean.

"Also, some eggs get dirty after being packed. Pads, fillers and flats get dusty. If not brushed off before being used, they may soil the eggs. To help protect the eggs against breakage, many members lay a newspaper along the inside of the case and over the eggs. This is good, and helps to keep out road dust as well, if the newspaper is folded over the excelsior pad on top. If it is placed next to the eggs, with the pad over it, the printing may smudge off and soil the eggs in the top filler.

"Some eggs, after being cleaned,

are soiled by being placed to dry on dusty cloths or burlaps. Always use clean, dry rags or towels on which to dry washed eggs.

"Eggs that have been cleaned may be made dusty and dingy by packing them in cases before they are fully dry, if the fillers are not perfectly clean.

"Then, members persist in sending in the large eggs—tall eggs, fat eggs, oversize eggs, even double-yolk eggs—and usually these break before they get to the packing house, and these broken eggs or leakers run out and soil a lot of other eggs, sometimes making it necessary to clean most of those in the case. And the fat, round eggs, that have to be forced into the fillers break easier and do more damage when broken than do the tall thin eggs. All oversize eggs should be kept at home. They are unmarketable, and are sure to get broken and soil other eggs.

"Better dirty eggs, though, than too much cleaning, or the wrong kind of cleaning.

"If eggs won't come clean when gently washed with a soft sponge and cold water, better leave them stained and have them sold for stained eggs, use them at home or

### THIRTY YEARS' EXPERIENCE IN THE

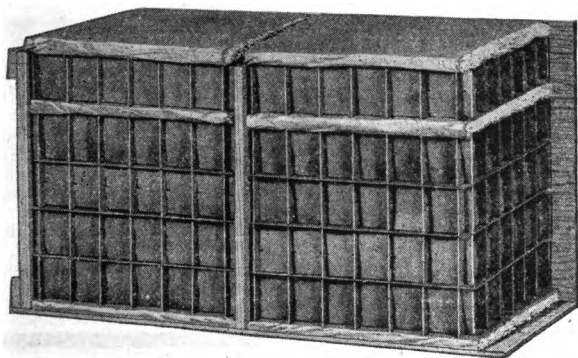
# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

# Excelsior Pads for Egg Cases



The majority of shippers are using six excelsior pads to the case. This has become known as the standard pack. When so used breakage has become so uncommon as to be insignificant.

## H. W. Selle & Co.

**Manufacturers**

1000-1016 N. Halsted St.

CHICAGO, ILL.

sell them locally if possible.

"Washing with any abrasive that scours off the 'bloom' is bad. An egg with the 'bloom' rubbed off will not keep so well, and will shrink and get stale quickly.

"But it is even better to rub off the bloom with a stiff brush, mineral wool or scrape it off with a knife than to use vinegar, Gold Dust, Dutch Cleanser, or other cleaning powders or materials containing lye, strong alkali or acids. These alkalis or acids not only take off the bloom, but they open the pores of the shell and eat pinholes in the membrane inside. An egg so cleaned is pretty on the outside, but it is prepared for quick deterioration and decay inside. One such egg put into cold storage in a case is likely to mould and taint many other eggs in the same case with it.

"Dirty eggs are bad enough, but eggs with holes eaten in the shell and membrane are worse.

"Keep the nests, dropping boards and litter clean, wash your hands before gathering eggs, and keep as many of them clean as possible. If some must be cleaned, best wash them in nothing but clean, cold water with a soft sponge, and be sure they are thoroughly dried be-

fore being packed in clean cases after fillers and flats have been dusted off."

### GOOD HATCH LIKELY.

"More interest is being taken in the spring hatch than ever before," write C. A. Lane & Co., Altamont, Kan. "Farmers have been getting a good price for their eggs, which accounts for the small movement of hens. However, we expect the hens will commence moving shortly, at which time, we believe, we will get 1,000 pounds of poultry per week. We are getting from 25 to 40 cases of eggs per week. We will ship from 100 to 200 cases in April and the same amount in May and look for the hatch to be 25 to 50 per cent in advance of last year's."

### PLENTY STORAGE-PACKED.

"Our egg receipts are running from 1,000 to 2,000 cases per week," write Knauf & Besch Company, Chilton, Wis., "which is about the same as for this time last year." They will storage pack their receipts for April and May and will have 10,000 cases of storage-packed eggs to sell. It is their opinion that the egg production this year is about the same as last year's.

## The Eureka Egg Case Opener

PRICE  
Reduced to **\$3.<sup>00</sup>**

This wonderful little tool is as essential as a hammer around an egg and poultry plant or a store.

It removes the lids from the filler cases or from egg cases quickly and without damaging the lid in the least.

It is now so cheap that every egg shipper and every storekeeper—no matter how small his business—can order one or more with the absolute assurance that the insignificant investment will pay for itself many times over every year.

**Aitamont Manufacturing Co.**  
**ALTAMONT, ILL.**



# REMEMBER

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**When you are offered  
CASES AS GOOD AS  
MABRO  
AT A LOWER PRICE**

**It is poor policy to take the salesman's  
word for it.**

**It takes a mighty long time to use up a  
car of bad stock. Better get  
the genuine**

# MABRO TUPELO

**Write or Wire**

**MAIN BROS. BOX AND LUMBER  
COMPANY**

**KARNAK, - - ILLINOIS**

## CANADIAN REVIEW.

The daily consumption of eggs continues very heavy. Receipts are increasing, but there has not been much surplus for storage purposes so far. Some of the larger operators say they have practically no eggs in coolers and do not intend to put many away at present levels of cost. There seems, however, to be a growing feeling in sections of the trade that there will be little change in prices during the balance of April. Ontario country track shippers report having paid last week, 26@27c to stores and made sales at 27½@28½c, f.o.b. An effort is being made to get prices down in some country districts. At one point the buyers have agreed to only offer 25c to stores for this week. A wire was received at Toronto from Saskatchewan offering a car of graded eggs at the following prices: extras, 27c; firsts, 26c; seconds, 25c, f.o.b. The freight from Moose Jaw, Saskatchewan, to Toronto is a little over 3c per dozen. A car of Ontario April storage-packed extras in storage was offered at 30c, including cases. One or two cars of United States fresh

eggs arrived in the east early in the week. These would cost about 28½c, delivered in Toronto or Montreal.

The western markets show little or no change from the previous week. The stormy weather in Alberta interfered somewhat with production, but generally receipts are increasing. There were 14 inspections during the week in the prairie provinces.

United States egg markets have shown little change during the week. At the first of the week the feeling was very strong at the recent advance but there was a slightly easier tone toward the close.

Receipts of live fowl were a little heavier last week; otherwise there was no change. Live poultry was in fairly good demand from the Jewish trade for their holidays; otherwise demand was only fair. Trading is principally confined to frozen stock which is being used largely by hotels and restaurants. The general public have not yet become educated to any extent in the use of storage poultry, but they are beginning to find that if they want a good roasting chicken at this season of the year, birds that have been stored in the fall are best, if they

# Industrial Cold Storage & Warehouse Co.

**Philadelphia, Penna.**

Located on Philadelphia & Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## Butter, Cheese, Eggs and Poultry

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

**When in the Market for  
Strictly High-Grade**

**COTTONWOOD**

---

**COLD STORAGE**

---

**EGG CASES**

---

**Tupelo or Gum Cases**

**Write or Wire Us for Prices.**

**Prompt Shipment. Our  
Own Manufacture**

---

**Peterson-Miller Box Co.**

**CAIRO - ILLINOIS**

**"CAIRO MADE" Egg Cases Are Better**

have been properly killed, packed and stored. And this applies to other varieties of poultry also.

In the United States receipts of dressed poultry have been much larger, but much of it was frozen stock and actual arrivals of fresh-killed have shown little, if any, increase. The market has held steady to firm. Frozen poultry has received more attention, especially roasting chickens. The live poultry market has been dominated by the advent of the Jewish holidays. Heavy, fat fowls were mostly in demand, and anything fancy sold at a premium. Generally speaking, the market for live poultry was only fair, and undergrades had to be shaded to make a clearance.

There are no new developments reported in the egg export situation, and there is no export trading in poultry reported.

#### MISSOURI LETTER.

L. W. Brockman & Co., Fayette, Mo., write; "We are getting about 800 cases of eggs per week, which is 20 per cent more than we were getting at this time last year. In April we expect to forward 3,500 cases and have 2,000 cases for sale in May. We ship eggs in carlots practically the year round. We look for 10 per cent more eggs than were produced last spring. We are now getting around 1,500 pounds of poultry, but ship poultry heavily from June 1st to January 1st. We are figuring on enlarging our storage room and also putting in a double layer of cork around entire new space for storage room. We can then handle 40,000 pounds easily in this space. Business is just fair as far as loss and gain are concerned. We have no complaint to

make, though, for we don't know of anyone who hasn't been hit by the hard times more or less. It all sums itself up in proper buying and then on top of that, proper handling. When these have been supplied, your products sell themselves with little assistance."

#### RECEIPTS UNUSUAL.

Weekly egg receipts of 300 cases are reported by the Warner Mercantile Company, Sandwich, Ill. This is running ahead of their receipts for this time last year. In April they will ship about three cars and expect to have two cars in May. They will be shipping in carlots until the end of May. They look for a 20 per cent increase in egg production this spring as compared with last spring's.

#### ABOUT THE SAME.

M. J. Erdal, Rake, Iowa: "We are getting 120 cases of eggs per week. We had a heavier run earlier this year. In April we expect to ship 500 cases and hope to market 400 cases in May. We do not ship in carlots. We look for about the same amount of eggs as were produced last spring. We will not be shipping any poultry until November."

#### USUAL CROP.

The Farmer's Cooperative Store at Correctionville, Iowa, is getting 30 to 40 cases of eggs per week, which is about the same as for this time last year. Their April shipments will run about 140 cases and they expect to have nearly this many in May. They look for about the usual spring crop.

## Your Turkey Feathers Are Wanted

## WE MAKE FEATHER DUSTERS

So we can pay you the best going price for your Turkey Feathers. Write us the quantity and kind you have.

**DEARBORN DUSTER COMPANY**

550-552 West Harrison Street, Chicago

# **"The Fastest Growing Produce House In Chicago"**

**Always has a good outlet awaiting  
your shipments of**

# **POULTRY BUTTER EGGS**

**Make Your Next  
Shipment to**

**THE PETER **FOX** SONS CO**

**Chicago, Illinois**

**Established 1897. References—All Commercial Agencies  
and Trade Papers.**

## COMPLAIN OF RATES.

The National Poultry, Butter and Egg Association, the American Association of Creamery Butter Manufacturers, and The Fairmont Creamery Company, through their attorney, M. S. Hartman, have filed with the Interstate Commerce Commission complaint against the change of rate on egg albumen and yolks and frozen eggs, the complaint reading in part as follows:

"That effective January 1, 1922, rates on butter, cheese, dressed and live poultry and eggs in the shell, were reduced to a commodity basis 10 per cent lower than the class or commodity rates charged for transporting those commodities that were in effect prior to January 1, 1922. These reductions were made in the

Official and Western classification territories; that in the Southern Classification territory commodity rates applying on butter, cheese, live poultry and eggs in the shell were reduced 10 per cent, effective January 1, 1922, and the class rates, applying on the four named commodities, were reduced 10 per cent, effective February 20, 1922, placing them on a commodity basis also.

"That, as a result of the aforesaid rate reductions, packers and shippers of egg albumen frozen, egg yolks frozen, and mixed egg albumen and yolks frozen, and shipped in carlots are required to pay materially higher rates than are charged for transporting other dairy products in carlot quantities, particularly eggs in the shell, and this has resulted and continues to result in injury and damage to such shippers and packers of egg albumen and yolks frozen.

"That there is direct, intense competition between shippers and vendors of eggs in the shell and shippers and vendors of egg albumen and yolks frozen, and there is a market for both in any city where there is a market for either of the two classes of commodities, when matters affecting competition are equal.

"That the charging of higher rates by defendants for the transportation in carlots of egg albumen frozen, egg yolks frozen and egg albumen and yolks mixed frozen than are and have been charged since dates set forth hereinbefore, for the transportation in carlots of eggs in the shell, under similar circumstances and conditions, has resulted in and continues to result in the exaction of charges for the transportation of egg liquid frozen that are excessive, unjust,

## Wayne & Low, Inc.

**Commission Merchants  
EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**591 W. So. Water St., CHICAGO**

## Bickel & Miller

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**

# S. S. LONG & BRO., INC.

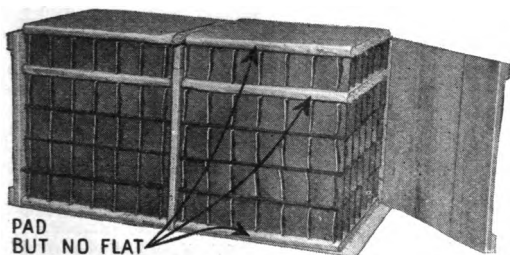
**WHOLESALE DEALERS IN  
BUTTER, EGGS AND CHEESE**

**42 North Moore St.  
NEW YORK**

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solut Consignments**

# **The Improved Excelsior Egg Case Pads**

**Have ended the long search  
for a safe package**



A Standard Egg Case, New Standard Honeycomb Fillers and Six Excelsior Pads, placed as shown in cut, have the Unqualified Approval of the Carriers.

This package has no trade objections, as it can be Packed, Inspected and Unpacked with a minimum of labor and expense, and, most important of all, will carry Eggs without breakage.

## **EXCELSIOR WRAPPER CO.**

**Manufacturers**

Sheboygan, Wis.  
Grand Rapids, Mich.

Chicago, Illinois  
224 West Kinzie St.

British cables show no signs of improvement in that market.

There was some exchange of cables during the week between British Importers and Canadian exporters on export chickens. An inquiry was received from New York for frozen turkeys but no business has been reported.

#### GRADY PLANT SOLD.

Wilson & Co., Chicago packers bought the plant and equipment of the E. C. Grady Produce company at Reinbeck, Iowa, at public auction April 26th, for \$16,200. The Grady company went into the hands of the receivers last fall, and E. C. Grady and D. N. McNery, Des Moines, who were appointed receivers, closed out the entire plant and equipment at an auction conducted by a Des Moines auctioneer.

The plant was appraised last fall at close to \$40,000 and is complete in every particular to handle produce in carload quantities.

The E. C. Grady Produce company operated plants at Reinbeck, Grundy Center and other Iowa points and did a large volume of business.

#### BIGGER SPRING LAY.

"Our main plant is located at Nashville, Tenn.," write Naive-Spillers Corporation, Lebanon, Tenn. "We have shipped several cars of eggs this spring, but most of our shipping is done by truck into Nashville for storage." They are getting 700 cases of eggs per week, which is more than they were getting at this time last year. In May they will market 3,000 cases of eggs and will ship poultry in carlots and some by truck. It is their belief that the spring lay will be larger than last spring's.

#### EXPECTS INCREASE.

Frank Speeter, Newark, S. D., reports that prospects have not been better for egg production in a long while than they are this year. He looks for an increased lay as compared with last spring's and will have about 70 cases to market in May.

#### USUAL CROP.

Ole Olness, Ryder, N. D., reports that the spring egg production is about the same as it was last spring. He will only have about 50 cases to market in May, however.

#### OKLAHOMA REPORT.

T. J. Dobyns, Paoli, Okla., writes: "There will be a big shortage in the chicken crop this year compared with last year. The farmers are setting their hens instead of incubators. There will be an increase in frying chickens this year. People are having splendid luck with their hatches." He reports marketing 150 cases of eggs in April and will have around 65 cases in May. He is shipping 350 pounds of poultry per week, also.

#### REMEMBERED THE BOSS.

That was a very interesting event and one that will be greatly appreciated by D. J. Coyne, of Coyne Brothers, 119 West Southwater street, Chicago, when he was presented on April 19th with a large basket containing over a hundred American Beauty roses. This presentation was made by his employees in honor of his having reached his 59th birthday.

#### A FIFTH MORE.

W. F. Vandervoort, Platte, S. D., reports egg receipts of around 30 cases per week, which is about 25 per cent more than he was getting at this time last year. He shipped 100 cases of eggs in April and will have about the same number to market in May. The spring crop is about a fifth heavier than it was last year.

#### KANSAS LAY.

P. H. Jorgenson, Belleville, Kan., reports egg receipts of 250 cases per week. In April he shipped 1,000 cases and will ship 800 cases in May. He ships around 10,000 pounds of poultry during the rush season.

#### TO BUILD.

E. L. Smith, who recently purchased the two-story brick building in Albany, Mo., is planning to materially enlarge it for the use of the Albany Produce Company and will build an addition covering an adjoining lot.

At Macon, Mo., the Gibson Produce Company is now open and ready for business.

Theo. Wester of Sulphur Springs has opened a poultry and egg house at Greenville, Tex.



## USUAL CROP.

F. N. Kean & Co. Fennimore, Wis., write: "We are getting 40 cases of eggs per week, which is about the same as for this time last year. In April we shipped 150 cases and in May will ship 200 cases. We do not ship in carlots. We look for the spring lay to be about the same as last spring's."

## LARGER LAY.

Koschkie & Son, Mt. Hope, Wis., report egg receipts of 40 to 50 cases per week, which is 20 per cent more than for this time last year. In April they shipped 180 cases and in May will have 150 cases to ship. They estimate that the spring lay will be ahead of last spring's by about 15 per cent.

## BUSINESS GOOD.

The Farmers' Union Exchange, West Point, Neb., write: We are getting 100 cases of eggs per week, which is 30 per cent more than for this time last year. In April we shipped 450 cases of eggs and in May will have 500 to 600 cases. We are getting 200 pounds of live poultry per week."

## KENTUCKY REPORT.

Egg receipts of 300 cases per week are reported by The Banner Produce Company, Greenup, Ky., which is an increase over receipts for this time last year. They shipped 1,500 cases in April and will have about 800 cases in May. They are also getting 2,000 pounds of live poultry per week.

## USUAL RECEIPTS.

Blattner & Stamer, Wright City, Mo., write that they are getting 150 cases of eggs per week, this being about the same as for this time last year. They shipped 600 cases in April, will have about 200 to 300 cases in May, and are getting around 1,000 to 1,500 pounds of poultry a week.

## INCREASE.

Egg receipts of 30 cases per week are reported by S. T. Baird, Corinth, Ky., which is about 15 per cent more than he was getting at this time last year. In April he shipped 100 cases and he will have about 75 cases in May. He is getting 200 pounds of poultry per week.

## TENTH MORE.

Dent County Farmers' Cooperative Association, Salem, Mo., report receipts of 60 cases of eggs per week, which is about the same as for this time last year. In April they shipped around 250 cases and will have that many or more to ship in May. They anticipate an increase in the spring production of 10 per cent. Their poultry receipts are running from 600 to 1,000 pounds per week.

## A LITTLE SHORT.

A. H. Abrams, Lawrence, Mich., reports that he had 125 cases of eggs to ship in April and will have 100 cases in May. He believes that the spring lay will not be quite up to last spring's. In conclusion, he says: "Many flocks have been reduced, as the feed prices did not equalize with egg prices."

## FOURTH MORE.

Receipts of 30 cases of eggs per week are reported by D. F. Kaiser, New Holstein, Wis., which is about the same as he was getting last year. He believes there will be 25 per cent more eggs produced than there were last season.

## ABOUT THE SAME.

H. L. Drews, Lake Mills, Wis.: "I think the egg supply in our territory is about the same as in any previous year. Some of the farmers are shipping their eggs. I do not handle poultry."

## CARLOT BUSINESS.

I. G. Duncan, David City, Neb.: "We are getting 400 cases of eggs per week, which is about the same as for this time last year, and we shipped about 1,600 cases of eggs in April and will have 1,000 cases in May."

## RECEIPTS LIGHTER.

C. H. Galloway, Paoli, Ind., reports eggs receipts of 45 cases per week. This is less than he was getting at this time last year. He shipped 125 cases of eggs in April, will ship 80 to 90 cases in May, and is getting around 1,000 to 1,500 pounds of live poultry per week.

R. F. Walters, Willis, Mich., shipped 100 cases of eggs in April and will have 75 cases in May.

# THE EGG REPORTER

## CARLOTS YEAR ROUND.

O. I. Clevenger, Marion, Ohio, reports: "Prices are very high, buyers paying 24½c to country stores. They are sending trucks 10 to 20 miles for eggs, returning the cases free. The demand for baby chicks is very heavy, although the cold and wet weather is hard on them. Broilers are now beginning to come in—mostly White Leghorns—weighing from 1 to 1½ pounds. There will be plenty of eggs in storage July 1st, and the price will be about 5c higher than it should be. Farmers are making preparations to enlarge their flocks. The sale of brooders and new brood houses is 100 per cent greater than it was last year. My egg receipts are running from 1,200 to 1,400 cases per week, which is about the same as for this time last year. I shipped 5,000 cases of eggs in April and will ship the same amount in May, and ship in carlots the year around. I am getting 2,000 pounds of live poultry per week."

## BUSINESS IS GOOD.

The Caldwell Produce Company, Caldwell, Ohio: "We are getting 400 cases of eggs per week, which is a 20 per cent increase over this time last year. In April we shipped 1,600 cases and in May we will market 1,000 cases and will be shipping in carlots until June 1st. We are now packing eggs for storage. We look for a 20 per cent increase in the crop as compared to last spring's and are getting 1,000 pounds of poultry per week."

## FOURTH MORE.

Egg receipts of 50 cases per week are reported by Becker Brothers, Steedman, Mo. This is more than they were getting at this time last year. They shipped from 225 to 250 cases in April and will ship 150 to 175 cases in May. It is their opinion that the spring lay will be 25 per cent larger than last spring's. They are getting 1,500 pounds of poultry per week.

## ABOUT THE SAME.

Baring Produce Company, Baring, Mo., report eggs receipts of 200 cases per week. This is about the same as for this time last year. In April they shipped 1,200 cases and will have 1,500 cases in May. They are shipping 1,500 pounds of poultry a week.

## FEWER EGGS.

D. Van Dyke of Muskegon, Mich., reports receipts of 200 cases of eggs per week. This is about one-third less than he was getting at this time last year. In April he hoped to ship 600 cases, but receipts will, undoubtedly, fall off to around 100 cases in May. He will have one car of storage packed eggs for sale.

## WANT TO SELL.

Since the death of N. C. Warner at Prophetstown, Ill., the estate of N. C. Warner has been operating the egg and poultry business conducted at that point for some time. It is the purpose, we understand, of the estate to close out the business as soon as it can conveniently be done. They purchase cream, eggs and poultry.

## EXPECT DECREASE.

Gaylord Mercantile Company, Gaylord, Minn., are getting about 90 cases of eggs per week, which is less than they were getting at this time last year. They shipped 400 cases in April and expect the same amount in May and anticipate that the spring lay will be 10 per cent less than last spring's.

## EXPECT LARGER LAY.

F. B. Lawrence, Fedora, S. D., reports receipts around 100 cases per week, which is more than for this time last year. In April he shipped 325 cases and will have 300 cases to ship in May. He looks for 10 per cent more eggs than were produced in his section last year.

## ABOUT THE SAME.

R. W. Kyner, Wilson, Kan., writes: "I am getting from 300 to 600 cases of eggs per week, which is about the same as for this time last year. In April I shipped around 2,100 cases and hope to ship this much in May. I am not storing eggs."

## A TENTH MORE.

F. E. Underwood, Belting, Mich., reports about 20 cases of eggs per week as his receipts. He shipped 50 cases in April and expects the same amount in May. The spring crop will show an increase of 10 per cent over last year's.

# Said the Little Red Rooster

Said the little red rooster, "Gosh, all hemlock! Things are tough. Seems that worms are getting scarcer, and I cannot find enough; what's become of all those fat ones is a mystery to me. There were thousands through that rainy spell—but now where can they be?"

The old black hen who heard him didn't grumble or complain. She had gone through lots of dry spells, she had lived through floods of rain. So she flew up on the grindstone, and she gave her claws a whet, as she said, "I've never seen the time there weren't worms to get."

She picked a new and undug spot; the earth was hard and firm. The little rooster jeered, "New Ground! That's no place for a worm." The old black hen just spread her feet, she dug both fast and free. "I must go to the worms," she said; "the worms won't come to me."

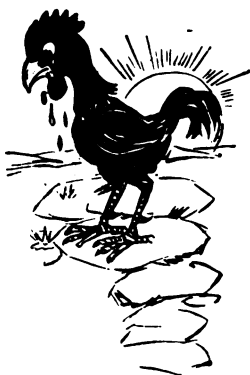
The rooster vainly spent his day, through habit, by the ways where fat, round worms had passed in squads back in the rainy days. When nightfall found him supperless, he growled in accents rough, "I'm hungry as a fowl can be. Conditions sure are tough."

He turned then to the old black hen and said, "It's worse with you, for you're not only hungry but you must be tired, too. I rested while I watched for worms, so I feel fairly perk; but how are you? Without worms, too? And after all that work?"

The old black hen hopped to her perch and dropped her eyes to sleep, and murmured in a drowsy tone: "Young man, hear this and weep: I'm full of worms and happy, for I've dined both long and well. The worms are there as always—but I had to dig like hell!"

Oh, here and there red roosters still are holding sales positions. They cannot do much business now because of poor conditions. But soon as things get right again, they'll sell a hundred firms—meanwhile the old black hens are out and gobbling up the worms.

From Advertising Wisdom, written by Ed Wolff, advertising manager of David Adler & Sons Company, Milwaukee.



## FOURTH LESS.

O. M. Eide, Ulen, Minn., reports egg receipts of 15 cases per week, which is less than he was getting at this time last year. He shipped 35 cases of eggs in April and will ship about 55 cases in May. The spring lay is about 25 per cent less in his territory than last spring's.

## SAME AS LAST YEAR.

Egg receipts of 30 cases per week are reported by Wilson Brothers, Coulterville, Ill. This is about the same as for this time last year. They shipped 75 cases in April and will ship 60 cases in May. It is their belief that the spring lay is about the same as last year's.

## AS USUAL.

Otto Fenton, general merchant at Jewell, Iowa, is getting 25 cases of eggs per week, which is about the same as for this time last year. He expects receipts to keep up on this basis for a month or so and to ship about 100 cases in May.

## BUSINESS GOOD.

Jacob J. Fost, Jansen, Neb., writes: "I am only operating a small grocery store at the present time and get but little produce. The heavy receivers of eggs are P. M. Friesen and R. R. Ruhnke. They seem to be getting more eggs than at this time last year."

## NO CHANGE.

Philip A. Duffy, Central City, Neb., reports egg receipts of 100 cases of eggs per week, which is about the same as for this time last year. He had close to 350 cases of eggs to ship in April and expects 275 cases in May.

## USUAL CROP.

Egg receipts of 80 cases per week are reported by J. T. Smith, Scotland, S. D. He shipped 300 cases of eggs in April and hopes to market 350 cases in May. The lay compares favorably with last year's.

## FROM OHIO.

Ninety cases of eggs per week are reported as receipts by Burns & Haner, Rossburg, Ohio. They will ship a total of 750 cases of eggs in April and May.

## CAR WEEKLY.

Mandan (N. D.) Creamery & Produce Company write: "Conditions here are about the same as last year. The flush came late but is now on without any appreciable increase in receipts over last year's. We are shipping about one carload per week."

## SOME INCREASE.

F. J. Eichenberger, Kimball, Neb., general merchant, handles eggs, which he buys from the farmers. He ships his surplus regularly, and, while receipts are rather small now, they are more than for this time last year. He is getting around 50 cases per month.

## GOOD BUSINESS.

F. G. Gutman is a buyer and shipper of eggs at Botkins, Ohio. He is handling, we are informed, at the present time 500 to 800 cases of eggs a week.

## NEW HOUSE.

A produce house, with W. F. Smith as manager and to be known as the Smith Produce Company, has been opened at Cherokee, Okla.

**Classified Ads.**

Rates, 10c per word per issue—an economical and efficient means of selling or buying anything of interest to the trade—or of finding positions or securing needed help.

**WANTED**—An experienced egg and poultry man to invest money and his time in a plant in Montana. Write for particulars. A84, care Egg Reporter.

**FOR SALE**—Poultry and egg house in western Iowa. Good railway facilities and good producing section. A 86, care Egg Reporter.

**HELP WANTED**—Poultry grader; thoroughly experienced in grading and packing dry-picked milk-fed poultry. Address P. O. Box 326, Bristol, Va.

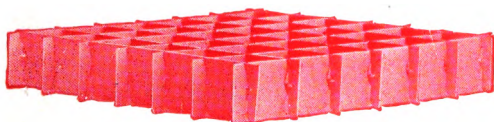
**FOR SALE**—Old established poultry business. Inquire of A87 care the Egg Reporter.

**WANTED**—Man who is experienced in feeding, killing, grading and packing of poultry; milk feeding and dry picking method. State experience and wages expected. Address F. W. Jumer, Glen-coe, Minn.

**FOR SALE**—Old, established buying station in Minnesota. Reasonable. Address A88, care Egg Reporter.

# Pack Your Eggs Right

**USE**



## Indiana Board and Filler Co.

**Vincennes, Decatur, Evansville, Indiana  
and Urbana, Ohio**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

MAY 20, 1922

Number 3

## Decide and Do

The easiest thing in a world of things  
Is to sit and wait until somebody brings  
Complete instruction on what to do,  
And how to do it, and when, to you.

It's easy then, to go straight ahead  
And follow the facts just as "somebody said."  
If they come out wrong and your work's in  
vain,  
Why, that's for somebody else to explain!

Yes, it's easy to sidestep and pass the buck,  
But the fellow who does it is out of luck;  
Since the big success always seeks the man  
Who can plan his work and work his plan.

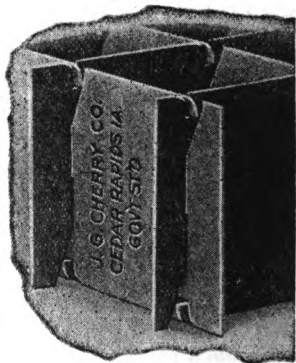
The power of the man whom this world con-  
sults  
Is based upon this: that he gets results:  
If you'd follow his footsteps, you—yes,  
YOU!—  
Must learn to DECIDE, and decide to DO.

# The "CHERRY"

BRAND-MARK

## Is Your Guarantee

It certifies to the carriers that you have done **your** part to guard against breakage, (provided you pack your cases properly with six excelsior pads) and thus tends to speed up the adjudication and award of every just claim you find it necessary to make.



BUT—the use of "CHERRY" DOUBLE-LOCK HARD-CALENDERED, moisture-resisting EGG CASE FILLERS, in connection with due care in packing the cases and trimming the cars PREVENTS BREAKAGE and thus avoids the **necessity** of making claims, except in the case of wrecks, or grossly careless switching.

Safe-transit of eggs and their delivery in prime condition is the direct route to egg profits.

**Try one lot. The difference will  
delight you!**

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn.    Tama, Iowa.    Peoria, Ill.



# A Most Profitable Investment

Many leading Poultry Dealers and Commission Houses are finding the DANLEY Sanitary Feeding Battery the most profitable investment they have ever made.

The DANLEY weighs but half as much as an all-steel battery. It is solidly built, "on Honor". The frame is of smooth-surfaced hardwood, dipped in wood preservative. Floors of heavy woven wire and sides of electric-welded steel.

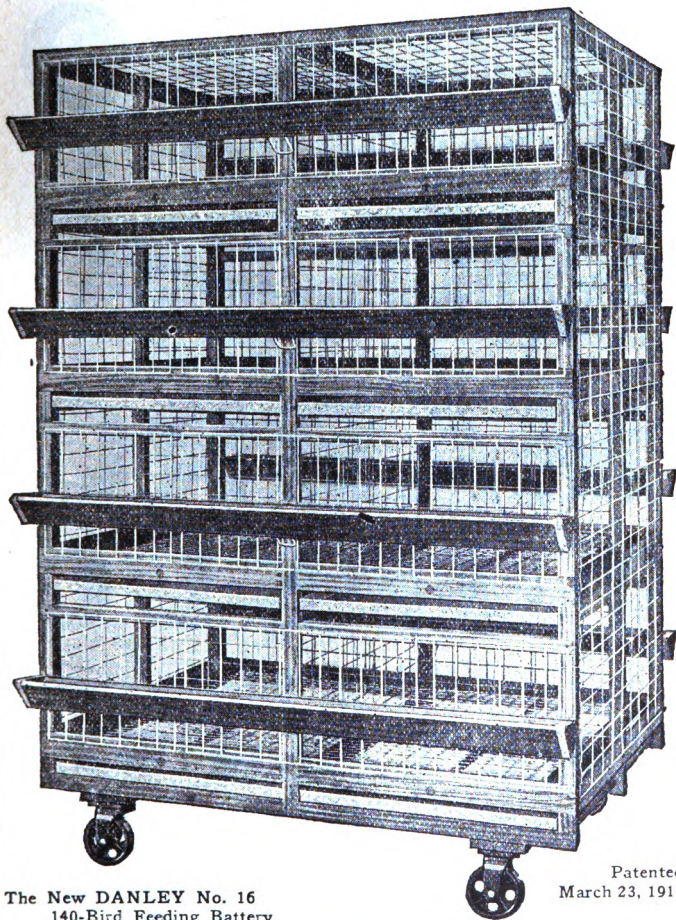
The DANLEY is, therefore, not

only much more easily handled, but is solidly durable as well, and may be as easily cleaned without injury as any battery made.

During the dull years of 1920-21 our battery business increased 150%. Write now for complete description. Our proposition will surprise you.

**THE DANLEY SANITARY MFG. CO.,** Department Y, St. Johns, Mich.,  
U. S. A.

W. P. Kernan, Western Representative, 208 N. Wells St., Chicago



The New DANLEY No. 16  
140-Bird Feeding Battery

Patented  
March 23, 1915

# REMEMBER

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**When you are offered  
CASES AS GOOD AS  
MABRO  
AT A LOWER PRICE**

**It is poor policy to take the salesman's  
word for it.**

**It takes a mighty long time to use up a  
car of bad stock. Better get  
the genuine**

# MABRO TUPELO

**Write or Wire**

**MAIN BROS. BOX AND LUMBER  
COMPANY**

**KARNAK, - - ILLINOIS**

## DO YOU NEED A HURRY-UP ORDER OF FILLERS?

The hens have been laying pretty heavily during the past few weeks—perhaps a little more heavily than you anticipated. If you need Crescent Fillers to take care of the rest of the spring production, order them now. We're ready to give you quick service.



Besides getting them in a hurry, you will get good fillers. Crescent Fillers are made of the best raw material in the world—clean, sweet Kansas prairie straw. Hence they impart no odors nor taints to eggs. The ideal filler for storage. They are water calendered and, therefore, smooth, hard and moisture resisting.

They have the patented Security Lock which doesn't pull apart nor weaken the strawboard. Strips are cut uniformly long and wide and so the woven filler is absolutely level on top and bottom.

Send in that rush order NOW to the nearest branch below, or in order to save more time, wire it.

## The Creamery Package Mfg. Company

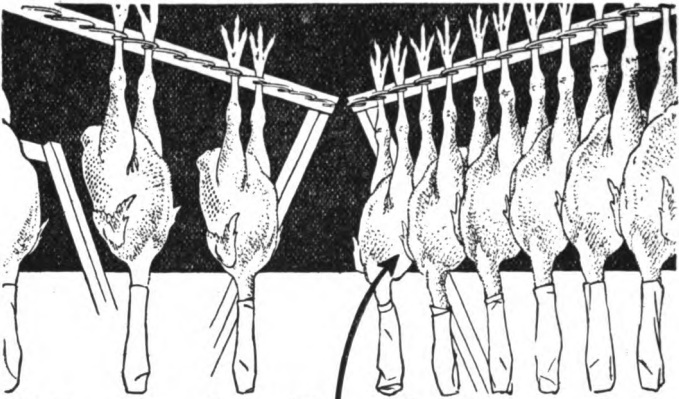
Chicago  
61-67 W. Kinzie St.

Omaha  
113-15-17 S. Tenth St.

406-8 Sycamore Street  
WATERLOO, IOWA

Kansas City, Mo.  
1408-10 W. 12th St.

Minneapolis,  
318-20 Third St. N.



## More in No. 1 grade

**F**ATENA-FED birds not only make quicker and larger gains, but the meat is better quality. With Purina Chicken Fatena you can feed more buttermilk, because each pound of "Fatena" absorbs three pounds of liquid. The extra milk fed gives you a finer grade of meat and better bleach, which puts more of your birds in *No. 1 Grade*. You get better prices.

### "Fatena" Lowers Feeding Cost

Month after month you have seen in these columns, extracts from actual feeding records, showing that **PURINA CHICKEN FATENA CUTS FEEDING COSTS**. Get some of these records complete. They will show you what results you may expect. Use the coupon.

#### PURINA MILLS

984 Gratiot St., St. Louis, Mo.

Ft. Worth, Tex.

Nashville, Tenn.

Buffalo, N. Y.

Purina Mills,  
984 Gratiot St., St. Louis, Mo.

Please send us feeders reports showing how  
you cut the cost of fattening birds.

Name .....

City .....

State .....



# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII WATERLOO, IOWA, MAY 20, 1922.

No. 3

## CHICAGO EGG MARKET.

MARKET FORCING SELF INTO PECULIAR POSITION—SMALL FRUITS WILL DISPLACE EGG CONSUMPTION SOMEWHAT—SOUTHERN SPRING CHICKENS UNUSUALLY FAR ADVANCED.

Figures continue to undermine the value of eggs now going into the box. If this is so, we will have to pay more money for Junes than for Mays, and, certainly, the May average is higher than the April average. The market appears to be forcing itself into an impossible position. If the current consumption leaves a sufficient surplus to give us at this writing close to a million cases excess over last year's high record, and if a still higher market is in store for June, there appears to be no possibility of a sufficient consumption being started to take care of the stocks we will have in storage August 1st, during a normal market season. Mere optimism won't consume the eggs. The final answer must be given by the final consumer. This consumer has spoken in no uncertain terms this spring in the amount of consumption already developed. There is no reason to expect that in the fall the answer will be any different. The summer is a hard pull at best. Not only are eggs poor quality and comparatively unattractive as food, but that is the season of fresh, small fruits, the one season of the year when the provider for the breakfast table turns from eggs and meat to fresh fruits and vegetables.

Consumption is largely a matter of habit. The habitual consumer of eggs will suffer considerable imposition in the way of prices before he changes his diet. The converse is equally true. Once away from the habit of eating a given food, there must be more than a nominal price concession to re-establish that habit.

In the meantime, production keeps up remarkably. The gain in the storage figures as compared to 1921 is running from 20,000 to 25,000 cases daily in the four markets, indicating something over 40,000 cases in the country at large. Today the four markets' excess is 415,000 cases, with 11 storing days

in May still to hear from. Country packers report that the season of setting and incubating is over; that the available supply of eggs for the market is increasing rather than diminishing. It looks now as though there would be in storage by June 1st more eggs than were on hand at the peak last year, with all of June and part of July still to hear from.

There is little hope of export. Orders have been received here in Chicago from Canadian exporters for the re-sale of eggs they have in storage here, and we learn today that Canadian prices have within the last week suffered a considerable decline, due to the discouraging cables from Great Britain. It may be that the United States can of itself, single-handed, consume a million cases of eggs more than were consumed last year, but to do so, a maximum consumption must be started. High prices don't make for large consumption.

Another point that may be of interest: A party just returned from the Kentucky and Tennessee territories says that never before in the history of the industry in that section have the young chickens been as far developed physically as they are this year. Even now, in the middle of May, they are offering 2½-pound broilers for sale and offering them in considerable quantities. If that condition is at all general, it means an early lay in the fall, and a constant flow of fresh eggs, unless the winter proves to be unusually early and extremely severe.

The actual movement of the market during the past fortnight has not been particularly marked. The May option has advanced to 26¾c and receded to 26c, the close today. The option is heavily oversold, which may of itself stimulate the demand for eggs to fill the contracts. The buying of actual eggs has been considerably less spirited the last three or four days than at any time in May. Outside speculators, men foreign to the egg trade, are still in the market to some extent but have been largely satisfied. In the regular trade, the tendency is toward conservatism and an at-

tempt to engineer the market into a better position by lowering the summer prices. Whether the speculative buyer will permit this to be done, remains to be seen. It looks now as though there would be enough eggs to satisfy him and still reduce the price. Certainly, there will be enough surplus in storage by the 1st of August to go around, possibly go around more than once.

Chicago, May 18.

#### PHILADELPHIA.

Eggs continue in plentiful supply. The various arrivals show, however, a great difference in size and quality. The market has declined on account of the slow sales and light demands. The consumption of eggs has somewhat abated, due to the arrival of spring vegetables, which are coming in abundance. Strawberries are plentiful and cheap. The popularity of this fruit has a marked effect upon the egg demand.

In some respects the condition of the market is a problem and judgments of dealers differ. Some of our oldest operators claim that the late advance in prices was uncalled for and will later prove a serious mistake to the cooler interests.

The pack of storage continues large for the month of May. With continued favorable weather quality will be good. Prices have a range on storage-packed extra firsts of 28½@29c; firsts, 27½@28c.

We quote, current arrivals, extra firsts 27c per dozen; firsts, 26c; seconds, 23@25c; southern, as to quality, 23@24c.

At the present time we seem to have a very satisfactory outlet and market for live poultry. All meaty birds, in condition for dressing, are salable at full, and oftentimes higher than, quotations.

There is little or no trouble to advance prices. Quotations are often based on a sale of a few extra coops, which proves unfair to the receipts of the many medium shipments.

Spring chickens, weights of 1½ and 2 pounds, are coming quite freely and are active and in demand. Plymouth Rock chicks have the call and buyers are always ready to pay a premium for these selections. By selections we mean meaty, yellow-skinned, choice stock.

Ducks have ready sale. Geese are dull and very hard to place.

We quote: Fancy fowls, 27@28c per pound; exceptional lots, higher; fair to good, 24@26c. Spring chickens, not Leghorns, fancy, fat, weighing 1½@2 pounds apiece, 52@55c; inferior quality, dark and pale skin, weighing 1¼@2 pounds apiece, 45@50c; spring chickens, Leghorns, fat, weighing 1½@2 pounds apiece, 43@45c; inferior 32@40c; old roosters, 16@18c; Turkeys, 25@30c, the latter for hens. Ducks, white Pekin, 24@26c; mixed colors, 20@23c; Muscovy, 20@22c. Geese 13@16c.

Dressed poultry is a special product at this season of the year. Arrivals are mostly fowls, of which a large portion are procured for the seashore markets.

Many of our home dealers require selections of city dressed, for which they are willing to pay a higher rate.

Demand has been active and quoted prices have been well maintained. Fowls, fresh-killed, dry-picked, in boxes, weighing 4 pounds and over apiece, 34c; 3½ pounds, 31@32c; 3 pounds, 28@30c. Fowls, fresh-killed, in barrels, dry-picked, weighing 4 pounds and over, 33c per pound; 3½ pounds, 30@31c; 3 pounds and under, 26@29c. Chickens, stags, 22@24c. Old roosters, dry-picked, 22@24c.

#### ST. LOUIS.

The St. Louis egg market has continued on a firm basis ever since our last report, with storage packing in full blast, and buyers absorbing the receipts as fast as they come in. Receipts dropped off a trifle a few days ago, which was explained by the farmers being so busy with their work that they had no time to come to town.

There were also a few reports of a slight slackening in the lay. At this writing, May 16th, there seemed to be a little picking up again in the receipts, and it may be that we will finish out the month with a pretty fair run of eggs. The weather in our territory is now much cooler again, and the quality should show up pretty good. Holdings in the storage houses are now, in round figures, 205,000 cases, against 190,000 cases on the corresponding date last year. Our market on current receipts is 23½@24c for firsts in good cases, and 26½c for storage packed.

Most of the houses are packing for their own use, and few eggs are offered for sale.

Live poultry is in fair demand with receipts light and prices well sustained, except on hens and geese. Carlot shippers are taking hens, and express shippers are buying fowl. Spring chickens are scarce, firm and advancing in price, with local dressers keeping the receipts well cleaned up. There is an excellent demand from automobile parties and road houses are taking everything they can buy.

Turkeys are plentiful, and buyers are very discriminating, rejecting as culls, everything not fancy. Prices are declining and stocks are accumulating. Fat ducks are selling fairly well, but thin stock is very slow. Spring ducks, weighing 2 pounds or over, are in good demand, but poor and thin birds are not wanted.

#### SAN FRANCISCO.

Our egg market remains fairly steady; ranch  $26\frac{1}{2}c$ ; pullets,  $23\frac{1}{2}c$ . There is a slight falling off in receipts. For the week ending last Thursday receipts were 29,629 cases; same week last year, 32,271 cases. Two years ago, 18,506 cases. Since last Thursday Petaluma has experienced some very hot weather. This is going to affect receipts so that next week's report will show we think, a decided falling off.

Due to the fact that Santa Rosa did not report last week, I am unable to give other than estimated figures, which will be under rather than over. Last week San Francisco had 131,980 cases; same date last year, 136,621 cases; Petaluma, same date this year, 30,429 cases; last year, 25,615 cases. Santa Rosa has at least 12,000 cases, while last year she had less than 1,000. This gives total holdings of a little over 172,000 cases as against about 163,000 cases last year. Not only this, but eggs are still going into storage at the rate of about 14,000 cases per week. In my opinion, the season will end with a surplus of about 25,000 cases. Last year we reached the peak in July with 213,000 cases. It would not surprise me to see 250,000 cases this year.

A few eggs are still going east, but the bulk are going to Los Angeles and into storage.

I am now at Petaluma for the broiler season, where I have an opportunity of studying at first hand, the bane of the packers' existence, dirty eggs. I had hoped to have had the time to discuss it at some length in this letter, but will prom-

ise your readers a discussion for your issue of June 20th. Possibly they may run me out of Petaluma for so doing but it will be for the benefit of the man who produces the eggs, as much as for the man who handles them. I have been watching washing machines, both human and mechanical, and sand blast machines, and I want to emphasize the fact that the close to thousand dollars per day they are paying in Petaluma for cleaning eggs could be saved by a campaign of education among the producers. Better, still, pay for dirty eggs the market difference, and your poultry producer will graduate into the clean-egg class in short order. More anon.

JOHN STEWART.

#### CANADIAN REVIEW.

Instead of a decline in the demand for eggs, and lower prices at country points, competition is keener and prices firmer. Ontario country-track shippers report paying stores and farmers from  $26\frac{1}{2}c$  to  $28c$ . Sales were made during the week of current receipts at  $28$  to  $29c$ , f. o. b., cases returned, and graded extras at  $33c$ ; firsts,  $32\frac{1}{2}c$ , f. o. b., in export cases free. A number of small dealers and shippers are storing some eggs on their own account at present. This is affecting to some extent the receipts at large consuming centers. One shipper figures the eggs he is now storing will cost him about  $34c$  out in the fall after adding all charges. Sales have been made by country shippers for the balance of this week at the above-named prices. A report from the United States says some British importers have bought a quantity of storage eggs, these presumably to hold as speculation.

There is very little change in price to be noted throughout the prairie provinces. Receipts during the past week have been very heavy, and the greater part of the available surplus has gone into the coolers, though there has been quite a lively inter-provincial movement, subject to government inspection, there

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**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**

**Total Space Cooled, 16,400,000 cubic feet**

**Best Service for**

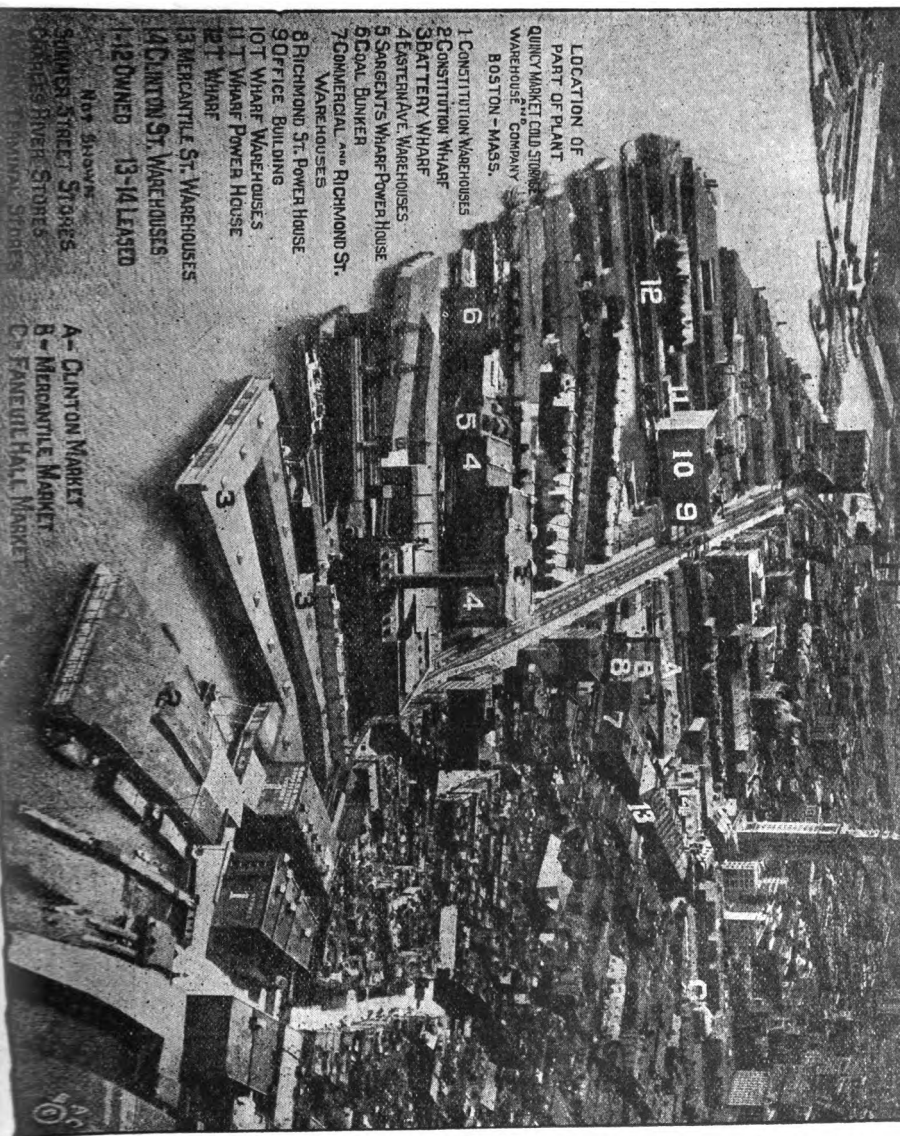
# EGGS BUTTER POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**





**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.  
Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

#### GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

#### PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

Waterloo, Iowa, May 20, 1922.

SOME concern is being felt as to the actual demand which will develop across the water for American storage eggs. It is reported that egg and poultry production in all European countries is heavy, claimed in some cases to be nearly double that of pre-war times. Even Germany is said to be producing a surplus. According to an eastern statement, Switzerland, which invariably used 60 cars of Danish eggs annually, took only 20 cars last year, the remainder being supplied by Germany. Belgium is also producing more eggs than she can consume.

APRIL 28TH and 29th a conference was held of Minnesota farmers with reference to a cooperative association for marketing of eggs through the Minnesota Cooperative Creameries' Association, Inc., which markets a considerable amount of Minnesota butter. It is said that cooperative creameries in Minnesota are already marketing a material quantity of eggs through their local creameries.

How dear to our heart is the old silver dollar, when some kind subscriber presents it to view; the liberty head without necktie or collar, and all the strange things which to us seem so new; the wide-spread eagle, the arrows below it, the stars and the words with the strange things they tell; the coin of our fathers, we're glad that we know it, for some time or other 'twill come in right well; the spread-eagle dollar, the star-spangled dollar, the old silver dollar we all love so well. Send me \$1.50, Bill.

READING and conversation furnish ideas, but it takes meditation to form judgment.



#### HEN EGGSON

I don't know why there should be so much talk about folks not bein' able to meet their bills. I meet mine every place I go.

## Egg Nog—Some Shoemaker Stuff

—An interesting table, showing statistics with reference to the egg prices on Iowa farms at the first of each month for a series of years, has been sent out by the Bureau of Markets and Crop Estimates, which is in charge of the Agricultural Economics Section of the Extension Service of the Iowa State College. The prices for the months of the year 1913, beginning with January, were 23c, 20c, 17c, 15c, 15c, 16c, 15c, 14c, 16c, 19c, 23c and 29c, respectively. For the same months in 1921 the prices were 56c, 46c, 26c, 18c, 17c, 16c, 20c, 25c, 27c, 30c, 41c and 48c respectively. Based on the 1913 average of prices on the first of each month, the price in January, 1921, for instance, would be on a basis of 302 as compared with 124 in January, 1913, and the figure for January 1, 1922, would be 216 as compared with 124 in January, 1913.

—Bill Locks, of the Indiana Egg and Poultry Association—who claims his working headquarters as 123 North New Jersey street, Indianapolis—says about this egg-candling business—this buying on a quality basis—that the only reason for lack of progress in this movement anywhere has been the petty fear that some competitor would get a little business rather than profits. Think it over, boys.

—Our old friend Samuel Johnson, propounded a lot of sense in his day—sense to which people in his time paid little or no attention—but sense which people of this day heed. One thing he said was that knowledge is of two kinds: We know a subject ourselves or we know where we can find information upon it.

—The Blackwell, Okla. Tribune investigated a report that carnivorous frogs were menacing chickens in the south portion of that city and found two residents who declared that they had been attracted by the cackles of distress from fowls to a near by pond and found a large bullfrog dragging a frying sized hen into the water. Now, what new kind of hooch do you suppose they have in Oklahoma?

—And sometimes the meanest gossips are the ones that wag whiskers.

—I've paid close heed to the ways of men, I've observed what the world calls luck, I have silently marveled, now and then, at the potent power of pluck. And this is a bit of truth I hail, a sentence that's worth one's heed; the man who is always afraid he'll fail doesn't stand much show to succeed!

—Somebody asked somebody else if he had ever seen the leaning tower of Pisa in a bottle. And somebody else replied to somebody that he hadn't, but that he had seen the tower lean after a bottle. Whatever that means.

—Clothing may date back to the time of Adam and Eve, but it appears to be the general opinion that fruit dates back farther than that. Whether it was hen fruit or not there appeareth no evidence.

—If a man can—and does—eat 38 raw eggs at a single sitting—whatever a sitting is—it may be all right to call him a champion egg eater, but we can think of some other things he might be called.

—'Tis the last quart of liquor left standing alone. All its lonely companions have faded and gone. He saved it for illness, but gloom gathers thick; he eyes that last bottle and feels pretty sick.

—A four-legged hen mothering a chicken of like foundational equipment is attracting attention on an Iowa farm.

—I went by the field of the slug-gard and, lo, it was grown all over with thorns. So shall poverty come as a robber, and want as an armed man.—Prov. XXIV, 29.

—That's a good idea of the Minnesota egg producers, in convention assembled, to let the farmers co-operative associations throw out the bad and undesirable eggs instead of leaving this to the city dealers.

—“Easy transportation for men and things from place to place makes a nation strong and great.”

—There is no other invention, we think, that has caused quite as much talk as has the telephone.

—There should be more business in government and less government in business.

having been 26 inspections of carlot shipments during the week.

United States egg markets were much firmer during the week, but closed with a weaker feeling apparent.

The poultry situation remains unchanged. Receipts of live and fresh-dressed poultry are very light, but there are a few more fowls arriving. The bulk of the trading is in storage stock, which is moving moderately at unchanged prices. Dealers are now looking for gradually increasing receipts of fowls and broilers.

United States fresh-killed poultry is in moderate supply, and the market is slightly firmer. Frozen poultry has had more attention, and, with active demand, the market has ruled a little firmer. Stocks have been considerably reduced, and the outlook is much brighter for those carrying stocks. The live poultry markets are firmer and have been well cleared at full market quotations.

Some inquiries have been received from Great Britain as to eggs for fall delivery, but so far no business has resulted. Latest British cables report no improvement in their market; if anything, they are slightly lower.

## CHICAGO POULTRY.

Luckily, the arrivals in the live poultry market here have been light. For the demand has slumped off and, the usual summer slowness has commenced. Warmer weather suddenly striking the city and surrounding country has diminished the demand rapidly. The arrivals amount to one and two cars daily now, and these are so far being taken up but not with any extra enthusiasm.

The consumer demand has also fallen off considerably. Local dressers are the best buyers right now.

Dealers here do not anticipate any increase in arrivals, as the season for the farmers to work in the fields has arrived, and they will not be giving so much time to the handling of poultry for the market.

Roosters dropped another 1c yesterday, which brought them down to the low price of 14c at the opening today. Even at this level the demand was not enthusiastic.

Iced poultry is faring a little better than live, and it is felt that the local refrigerator houses will be in the market from now on. Frozen poultry is meeting with a fairly

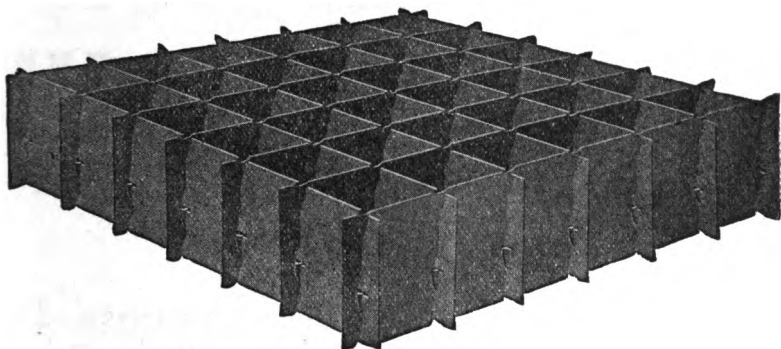
# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Candles, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS



# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# What Will Buttermilk

**Collis Process Pure**  
 teed to contain 90% milk solid

**Since Semi-Condensed**  
 to contain only 30% milk solid  
 milk, it is only worth one-third

**Experiment stations**  
 many produce men have proved  
**Fresh Buttermilk** in feeding  
 using **Collis Process Pure Dried**

## COLLIS PROD

CLIN

# **ou Pay For his Season?**

**d Buttermilk is guaran-**

**uttermilk is guaranteed  
e-third that of Dried Butter-  
ice of Dried Buttermilk.**

**ts as well as those of  
Dried Buttermilk is equal to  
ou will save many dollars by  
ermilk.**

## **TS COMPANY**

**DWA**



# WONDERFAT

**Shipping Feed for Live Shippers**  
**Station Feed for Milk Feeders**

**For Prices and Samples**  
**Write**

**V. R. COMBS, North Kansas City, Mo.**  
**SALES MANAGER**

**WONDERFAT POULTRY**  
**FEED DEPARTMENT**

**Manufactured By**

**ARCADY FARMS MILLING CO., Chicago, Ill.**  
**CLOVERLEAF MILLING CO., Buffalo, N. Y.**  
**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**  
**TRIANGLE MILLING CO., North Kansas City, Mo.**



good demand, the trade reports, and a fairly profitable business is being done by this faction of the trade. It is felt that the demand for frozen stock will do a great deal to hold up the live market, as the demand for the freezers is looked forward to optimistically.

Broilers on the live market are selling at 38c@46c, and it is the opinion of members of the trade, well posted, that the demand will warrant a continuance of the present supplies for the freezers. It is not felt that there will be any material further change in this market during the next few weeks.

The standing rate committee of the Western Trunk Line Bureau has recommended the publication of a tariff rule which provides that when racks furnished by shippers are used in the transportation of butter, eggs, cheese and dressed poultry in a refrigerator car they will be treated as part of such refrigerator car equipment and will be transported without charge while in the car on both loaded and empty movements. The rule has further provided that when the carrier, for its own convenience, removes the racks from the car in which they were placed by the shipper, same

will be returned to owner free of any charges.

A revision of egg rates has been docketed by the southern rate committee. It is proposed to revise the rates on eggs to eastern points, such as New York, Philadelphia, Boston and other cities, from Tennessee Central Railway Stations. The proposal is said to call for rates not lower than those effective out of Nashville. It is not known whether advances or declines in the rates will result.

The Chicago Mercantile Exchange has been renovating the west half of the second floor of the Marine Building, in which it is now located, for a new temporary Call Room, which will be much lighter and larger and will contain many advantages over the floor which has done service for the past years. The new quarters were expected to be ready early this month. Carpenters and painters have been busy, and the former quarters of the Borden Farm Products Company are rapidly being changed. The new location will have a smoking room and also a coat check room.

These new quarters will house the change until the new building to



10,000 MILES OF SERVICE

**Poultry**

**SHIPPING COOPS**



**BUILT  
LIKE  
A STEEL  
BRIDGE**



**STRONG  
BUT  
LIGHT**

Not only the superior Shipping Coop, but the best for feeding purposes.

Do not confuse any ordinary wire coop with the "Steel Pyramid," which has stood the test for years.

Open mesh and pyramid shape provide the ventilation that saves cost of a coop in a season, through reduction of shrinkage of poultry in transit.

**United Steel and Wire Co.**

**Department 4**

**Battle Creek, Michigan**

be erected at Washington and Franklin streets is ready. The new building is to be 14 or 15 stories. Plans are now being presented to the building committee by architects. One of the most popular shows a 'change floor on the second floor, spreading full width and length of the building, with windows on all sides of the skylight and will be rented out in office space. It is said that many members of the trade will want space in the new building when it is completed.

The Traffic Department of the National Poultry, Butter & Egg Association recently made the following announcement:

"The 10 per cent reduction in freight rates on carlot shipments of butter, eggs, poultry and cheese made effective on January 1, 1922, is published in the railroad tariffs to expire on June 30, 1922. Whether or not, after June 30th, the carriers will attempt to restore their old rates, maintain the present rates or reduce rates remains to be seen. However, this department, in co-operation with other agencies, is alive to the situation and is closely guarding the interests of producers and shippers.

"For some time past the freight claim agents of the railroads serving Chicago and other western cities have refused to pay for the expense of lifting lids and for other time and labor involved in the ascertainment of damage to eggs. In other words, they have, with few exceptions, refused to pay for any labor expense other than that included in the reports of the Western Weighing and Inspection Bureau. The report of the bureau includes only the time consumed in the actual reconditioning of the damaged eggs, and does not include the time put in in lifting covers, awaiting arrival of bureau inspectors, etc. This department takes the position that this practice of the carrier claim departments is not justified, and has so advised several of the carriers with whom claims have been filed. We will call a joint conference of carrier and trade representatives to be held in the near future, for the purpose of arriving at some agreement, if possible, which will result in the settlement of egg claims on a more equitable basis.

"The Central Freight Association has for consideration under its

## **Industrial Cold Storage & Warehouse Co.**

**Philadelphia, Penna.**

Located on Philadelphia & Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## **Butter, Cheese, Eggs and Poultry**

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

Frank A. Horne, Pres.  
Alex. Moir, Vice-Pres.

Harry C. Lewis, Sec. & Treas.  
Frank L. Hawley, Asst. Sec.

# **Merchants Refrigerating Company**

**The best facilities in the greatest  
Markets for the storage of**

# **BUTTER**

**Warehouses of Modern construction, low  
Insurance, Unexcelled locations,  
Market and Superior service.**

## **NEW YORK**

17th Street and 10th Avenue Warehouse in the West  
Washington Market District, on tracks of the New York  
Central Railroad.

Downtown Warehouses in the heart of the Produce  
Trade, convenient to all Railroad Terminals and Piers.

## **JERSEY CITY**

Warehouses have track connection with all Freight lines.

## **NEWARK**

Warehouse adjacent to the Wholesale Market center.

**Main Office: 161 Chambers St., New York, N. Y.**

A special feature of this year's convention is expected to be a golf tournament. It is not yet certain whether this will be held, but Tom Gallagher, Jr., is expected to make arrangements to meet a member of the trade from the east during the gathering.

#### MARKET NOTES.

B. W. Redfearn, general manager of the Live Poultry and Dairy Shippers Traffic Association, is spending the month of July touring the New England states and part of Canada by automobile with his family. He is reported to be having a wonderful time.

While for the first part of last week arrivals on the poultry market here were comparatively light, there remains a feeling that the farmers are giving more attention to poultry this year than they did last. A comparison of figures for June bears out this feeling. The arrivals here for June this year totaled 88 cars and 23,921 coops. The arrivals for June, 1921, showed 40 cars and less than 18,000 coops by express.

The Creamery Package Mfg. Co. recently purchased the plant of Bar-

rv & Kates at Arlington Heights, Ill., for an indicated \$80,000. This plant has been used for manufacturing milk containers, and it is said that for a number of years the purchasers have been taking the entire output of the factory.

Classification number 28 of the American Railway Express Company has recently been filed with the various commissions. It is announced by representatives of the trade that this contains many detrimental features and that they will be protested.

The Live Poultry and Dairy Shippers Traffic Association has recently sent out a questionnaire asking shippers if there was any money in saving and selling feathers. Taking into consideration existing shipping and handling costs this question was put to the industry, as the matter appears on the docket of the Consolidated Classification Committee, hearings on which will be held in Chicago and Atlantic City.

It is expected that the renovated call rooms of the Chicago Mercantile Exchange will soon be ready for use. Half of the room has already

# Ship Us Your Eggs

We have a place for them—any quantity. We can get the top price for them—always. We can make money for you if you pack good eggs.

## We Will Buy Your Eggs or Handle on Commission

We will store your eggs and make liberal advances. You'll like to do business with us.

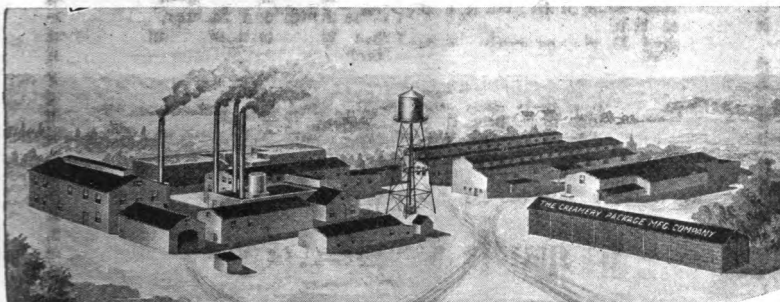
**John J. MacDonald Company**  
**13 South Water St., Philadelphia**

MEMBER OF: Philadelphia Produce Exchange; Philadelphia Butter and Egg Board; National Poultry, Butter and Egg Ass'n; Iowa Wholesale Egg, Butter and Poultry Dealers' Ass'n; Illinois Poultry and Egg Shippers' Ass'n; Missouri Ass'n Butter, Egg and Poultry Shippers; Ohio Butter, Egg and Poultry Producers' and Shippers' Ass'n.

REFERENCES: Corn Exchange National Bank, Philadelphia; The Egg Reporter; Bradstreet's and Dun's Agencies.

**ESTABLISHED 1871**

# A GREAT ORGANIZATION Behind CRESCENT Fillers



The Creamery Package has built a large, efficient organization around the champion Crescent Egg Case Filler.

An important unit is the Crescent plant at Coffeyville, Kansas, devoted exclusively to the manufacture of fillers. Situated as it is in the heart of the great Kansas wheat belt, an abundance of clean, sweet Kansas prairie straw is always available.

Then there is the group of experts and workmen at the plant. Their efforts have been concentrated for many years on one ideal—to make the best egg case filler possible. Every minute detail in the construction of Crescent Fillers has had their careful study.

The large **CP** sales organization brings Crescent Fillers to you "direct from the manufacturer" efficiently, and at low cost.

Here's a list of the branches from which you can obtain **CP** Service on Crescent Fillers. Wire or write the nearest one for a rush order in any quantity.

## The Creamery Package Mfg. Company

1406-10 W. 12th St. 61-67 W. Kinzie St.  
Kansas City, Mo. Chicago

113-15-17 S. Tenth St.  
Omaha

406-8 Sycamore Street  
WATERLOO, IOWA

318-20 Third St. N.  
Minneapolis,

been completed in the former offices of the 'change. Black boards have put up, and it was expected that, before the close of the month, this room would probably be put into use.

Concerning the new building to be erected by the 'change, S. Edward Davis said that nothing definite had been decided. A plan for the exterior of the building has been submitted, which seems to come up to the expectations of the trade and is very beautiful.

S. Edward Davis, executive secretary of the Chicago Mercantile Exchange, is planning to take a cross-country trip, starting early in August. He does not know definitely whether he would leave Chicago August 1st or August 4th. He will be gone one month, during which time he will visit Yellow-

stone Park and take a trip to California, probably returning to Chicago by way of the Canadian Rockies, "if the railroad situation will permit it," he said.

#### MISSOURI PROGRAM.

The Missouri State Marketing Bureau announces launching, July 5th, the first statewide egg standardization program ever presented to the American farmer. The program will continue until about October 1st. Fifteen field men have just completed a preliminary laboratory training for the purpose of coordinating the work in the state. Marion G. Pulley and R. L. Cochran of the Missouri State Marketing Bureau, J. M. Borders, of the United States Bureau of Markets and Crop Estimates, and H. L. Schrader, of the Extension Service, College of Agriculture, outlined the work. They are supervising the work of the 15 field men.

The candling and grading demonstrations are being given as nearly as possible in the order of receipts of requests for the services. The work is entirely free of cost. Two days are spent at each place where the demonstrations are given. Producers are invited to bring in their eggs and learn how to take better care of them as well as to find out the quality of the eggs they are offering to the markets.

Competition in the egg industry is becoming so keen that Missouri can not afford to overlook correct and proper practices for handling and marketing this very valuable product. California, New Jersey and other states have so highly specialized in the production and marketing of eggs of superior quality that Missouri, the promoters feel,

## Wayne & Low, Inc.

**Commission Merchants**  
**EGGS, POULTRY**  
**BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**591 W. So. Water St., CHICAGO**

## Bickel & Miller

**PHILADELPHIA EGG HOUSE**  
**322 So. Front St., PHILADELPHIA, PA.**  
**EGGS, BUTTER**  
**AND POULTRY**  
**LARGE OR SMALL SHIPMENTS**

## S. S. LONG & BRO., INC.

**WHOLESALE DEALERS IN**  
**BUTTER, EGGS AND CHEESE**

**42 North Moore St.**  
**NEW YORK**

**We Have Unlimited Outlets for Fine Grades of BUTTER**  
**CHEESE and EGGS and Solicit Consignments**

## AS UNIFORM AS BALL BEARINGS



**Y**OU know what to count on when you feed Purina Chicken Fatena. The lot you buy this week and the lot you buy next month are as uniform as two ball bearings.

Every ingredient that goes into Purina Chicken Fatena is carefully measured. The whole is mixed according to a formula worked out by experts and proved by years of experience.

There is no guess work in making Purina Chicken Fatena or in feeding it. Send for the records of practical feeders who have increased their profits with Purina Chicken Fatena.

**PURINA MILLS,**

984 Gratiot St., St. Louis, Mo.  
Ft. Worth      Nashville      Buffalo

*Feed From the  
Checkerboard Bag*



must immediately recognize the importance of better marketing practices if her eggs are going to meet this keen competition.

It is estimated that \$5,000,000 worth of eggs are annually lost in Missouri because of careless and improper methods prevailing in handling the product. Producer, dealer, merchant and common carriers are all partially responsible for this enormous annual loss.

It is generally accepted as entirely possible that the right kind of an egg candling, grading and marketing program in Missouri will contribute to eliminate much of this annual loss, which falls ultimately upon the egg producers.

Better eggs from the farm, better eggs from the country exchange, merchant or dealer will result in placing better eggs in the hands of the consumer. Better eggs mean better prices and a greater consumption of the product.

Between July 5th and October 1st, the State Marketing Bureau has carefully estimated that its corps of field workers will be able to spend two days in each of the egg-buying houses of approximately 350 towns scattered throughout the state. This average of three candling and grading demonstrations per county should bring the ultimate objects of this gigantic program forcibly before Missouri egg producers and the buyers to whom the eggs are sold.

#### SOMEWHAT MORE.

Poultry is not handled by The Erie Food Products Company, Sandusky, Ohio. Their egg receipts are 100 cases per week. This shows an increase of 25 per cent over what they were getting at this time last year.

#### THE TEST TELLS THE TALE.

The Agricultural Extension Department of the International Harvester Company are sending out the following in encouragement of the production of infertile eggs:

"Recently United States Government experts conducted an experiment in Kansas to ascertain the comparative loss of fertile and infertile eggs.

"Ten thousand eggs were collected from different farms. Half were fertile and half infertile, but all were absolutely fresh.

"The eggs were kept on the farm under ordinary conditions. Some were stored in parlors, some in kitchens, some in cellars, and some in pantries. Some eggs were put in nests, some under laying hens, some under setting hens. In every instance an equal number of fertile and infertile eggs were subjected to the same conditions.

"A week later the eggs were collected and sold to a local grocery store, where they were candled. They were then shipped to St. Louis and again candled.

"While on the farm 29 per cent of the fertile eggs were spoiled for food as compared with only 1 per cent of the infertile eggs. On the way to market, 14 per cent of the fertile and only 9 per cent of the infertile eggs were spoiled. This made a total of 43 per cent of the fertile eggs spoiled as compared with 25 per cent of the infertile ones. In other words, there were 150 dozen more of the fertile eggs lost than of the infertile. Figure this loss yourself at prevailing prices.

"The way to prevent this loss is to get rid of the rooster as soon as the breeding season is over. Hens lay just as well, or better, when there is no male bird in the flock."

**WHEN YOU WANT THE COIN—SHIP TO COYNE**

ESTABLISHED 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**Butter, Eggs and Poultry**

Let Us Hear From You On Your Next Car

Telephone Main—2834

119 W. South Water St.

CHICAGO



## HOTEL FOR NATIONAL.

The committee appointed by President Klein, of the National Poultry, Butter and Egg Association, to select the meeting place for the 16th annual convention has selected Hotel Sherman, and the following rates are quoted: One person—room without bath, \$2@ \$2.50; room with private bath, \$3@ \$6. Two persons, room without bath \$4; room with private bath, \$5@ \$10. Two connecting rooms with bath, two persons, \$6@ \$10; three persons, \$8@ \$12; four persons, \$9@ \$16.

There was more rivalry among the Chicago hotels for the convention this year than was exhibited in former years. The two real contenders were the Sherman and the Drake, but the committee, taking into consideration the conditions which are looked for to prevail during the time of the convention, decided in favor of the Sherman, because of its central location, which will permit those attending to keep in close touch with market conditions.

It is predicted that shippers will do more actual business at this

year's convention than in times past, and for this reason they must keep in close touch with the market. Hotel Sherman is conveniently close, and besides, members are at home there.

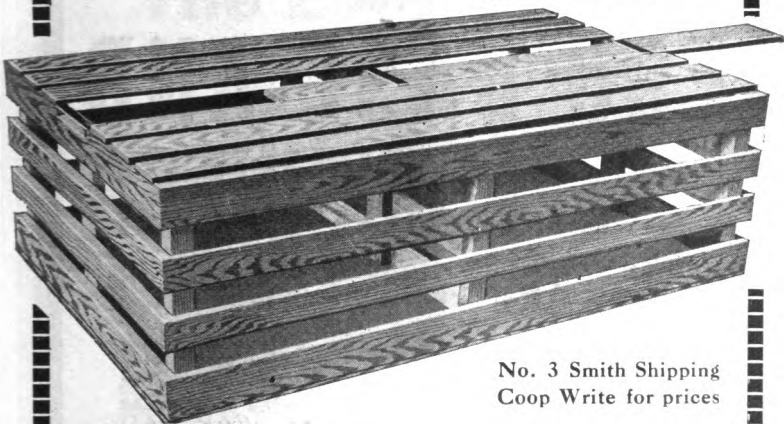
The dates: October 16th and 17th.

## ANNUAL EGG DAY.

The announcement is out to the effect that the annual egg day, which has become an established institution for Petaluma, Cal., will be held in connection with the Sonoma County Fair at that point August 19th to 26th.

The program will include a chicken parade, egg scramble, egg barbecue, egg games, rooster races, etc. Besides, the egg day features that have given Petaluma a national recognition for the magnitude of its egg festival, there will be a poultry and egg show. It has been customary to elect an egg-day queen, called the guardian of the flock, from Petaluma; but this year, because this billion-and-a-half-dollar industry is so representative of the United States, it is planned to elect a girl from one of the 48 states.

## The Best Coop Made



No. 3 Smith Shipping  
Coop Write for prices

### DAVENPORT LADDER CO.

Davenport, Iowa

Successors to F. SMITH & SON, Clinton, Iowa

Every agricultural college in the United States has been invited to enter a queenly contestant, and Secretary H. W. Kerrigan tells us that already many have responded with photographs. Petaluma is known as "The World's Egg Basket," and is on Redwood Highway.

#### TO BUILD WAREHOUSE.

"The surplus hens in this section have all been moved," writes E. E. Newton, Neosho, Mo. "My Poultry receipts are 10,000 pounds per week and I am getting 400 cases of eggs, which is less than I was getting at this time last year. I am also getting spring chickens. I am planning on building a new warehouse."

#### COCKERELS MOVING.

Egg receipts of 800 cases per week are reported by the Henningsen Produce Company, Superior, Neb. This is 20 per cent less than for this time last year. The surplus cockerels began to move sometime ago. They are getting quite a few spring chickens, and 6,000 pounds of other poultry per week.

#### POULTRY MOVEMENT HEAVY.

"If storage eggs show a profit, we will make some improvements in our plant," write Hurst & Co., Springfield, Mo. "For about six weeks, beginning in May, in order to clean up the surplus, we paid from 1 to 2c per pound over what we could sell roosters for. Twenty-five per cent and more of our poultry receipts lately have been spring chickens, which average in weight from 1 1-2 to 2 pounds. The movement of poultry is heavy for this season, and we are getting about one carload per week. Our egg receipts are 800 cases per week. The quality is not as good as last year's."

#### NORMAL RECEIPTS.

E. E. Brogan Company, Goodland, Ind., are pointing out the advantages to farmers of getting rid of their surplus cockerels. They began getting spring chickens weighing about 1 3/4 pounds, in June. They are also getting 10,000 pounds of poultry per week and 200 cases of eggs, which is normal, as compared with this time last year.

### THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

## AN IOWA FIRE.

Fire of unknown origin completely destroyed the A. R. Loomis & Son ice house in Rockwell City, Iowa, and burned the old poultry house to the ground.

J. H. Bradt, who owned both the ice house and the old poultry plant, was the heaviest loser. He valued both buildings at \$6,500, covered by insurance to the amount of \$4,000.

L. J. Voss, local manager for A. R. Loomis & Son, estimated the loss to his concern at about \$1,500, including about 150 tons of ice and sawdust packing, the loss being partially covered by insurance.

## GET THE CALENDARS:

A. E. Mills & Son, egg, poultry and butter merchants at 27 and 29 Commercial street, Boston, Mass., are sending out a series of 12 monthly calendars, after paintings by the artist, Harper, illustrating incidents in the life of Abraham Lincoln. The first was mailed in June. If you are interested, doubtless A. E. Mills & Son would be glad to put you on the mailing list.

## POULTRY MOVING.

Recent egg receipts of 3,500 cases are reported by J. E. Brewer Company, Abilene, Kan. This is about the same as they were getting in late June last year. Now that the laying season is over, farmers are beginning to move their hens, also they are marketing their surplus cockerels.

## SELLING SURPLUS.

Weekly egg receipts of 100 cases per week are reported by Marquette (Kan.) Produce Company, which is 10 per cent less than they were getting at this time last year. Farmers are selling their surplus poultry. The spring chickens are coming. They paid a premium of 1c to 2c per pound to induce farmers to sell their surplus cockerels.

## BUY A NEW TRUCK.

The B. W. Winsler Poultry Company at Centerville, Iowa, recently purchased a large truck for use in handling their egg and poultry traffic business both locally and from nearby towns.

# The Eureka Egg Case Opener

**PRICE**  
**Reduced to \$3.<sup>00</sup>**

This wonderful little tool is as essential as a hammer around an egg and poultry plant or a store.

It removes the lids from the filler cases or from egg cases quickly and without damaging the lid in the least.

It is now so cheap that every egg shipper and every storekeeper—no matter how small his business—can order one or more with the absolute assurance that the insignificant investment will pay for itself many times over every year.

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

## HANGING ON TO HENS.

The A. F. Kalb Company, Cincinnati, Ohio: "We believe the weeding out of fowls in our section is about over. Most of the hens now on the farm will be held until fall—October and November—as springers are late and there will be no pullets large enough for laying until after the holidays. Our egg receipts are 500 cases per week, which is 150 cases more than we were getting at this time last year. The quality is about as usual. We are getting a little more than one-half car of poultry per week, also quite a few spring chickens, which are being marketed later than usual. We have been receiving a good many cockerels the past two months."

## EGGS TO CUBA.

C. O. Smith, Anadarko, Okla., who is president of the Oklahoma Poultry & Egg Association, reports that the extremely warm weather has made rings and heat spots show up in the eggs. They are getting around a car a week of eggs and about 8,000 pounds of poultry. Spring chickens began moving a little later than usual. Dealers in his section made an extra price for roosters in an effort to get rid of them and are attempting to insist on the sale of infertile eggs. "Most of the Oklahoma eggs are going to Cuba this summer," adds Mr. Smith. "We are holding demonstrations in candling eggs and caponizing in this part of Oklahoma. The Stillwater college has a man out on this work."

## RECEIPTS RUNNING WELL.

T. Jensen & Bro., Emporia, Kan., report receipts of eggs running about 3,000 cases per week, which is 20 per cent more than for this time last year. They are getting 3,000 pounds of poultry per week. The spring chickens being marketed are of good size.

## SELLING HENS.

The Farmers' Creamery Company, Columbus, Ohio, are getting 300 cases of eggs per week, which is more—by 75 to 100 cases—than they were getting at this time last year. The quality is fair. Farmers are disposing of their hens, now that the laying season is over.

## MAY BUY MORE BATTERIES.

"Considering weather conditions," writes R. B. Needham, Wolcottville, Ind., "the quality of eggs is about the same as in recent years. Our weekly receipts are 200 cases. This is 20 per cent over what we were getting at this time last year. We are also getting 20 to 30 coops of poultry. The production of spring chickens is very large in this territory. They are, however, being marketed a little later this year, as we had a late spring. I did some advertising in an effort to induce farmers to sell their surplus roosters, but this year the state did not put forth any great effort in this respect. I am thinking of adding more batteries to my plant."

## IN NEW PLANT.

The Collapsible Chicken Coop Manufacturing Company, Bloomfield, Iowa, recently moved into larger quarters. In the new quarters they have added additional equipment and put on more men to take care of their increase in business. They have until lately been making about 60 coops a day, but, with their additional floor space, new equipment and more men, are increasing the output to 150 per day.

Fisher Brothers & Co., Newark, Ohio, have been getting 300 to 400 cases of eggs per week and 2,000 pounds of poultry.

## Classified Ads.

Rates, 10c per word per issue—an economical and efficient means of selling or buying anything of interest to the trade—or of finding positions or securing needed help.

WANTED—Man to act as foreman in egg and poultry business. Must be firstclass man and understand the business thoroughly and be able to do buying of eggs and poultry. Will make a good man a good proposition. None other need apply. Address A90, care The Egg Reporter.

FOR SALE—Will sell all or retain half interest in fine egg and poultry business. Applicant must have plenty of money and passable references. Any others need not apply. Address A-88, care of Egg Reporter, Waterloo, Iowa.

FOR SALE—40 acre poultry farm; 4 miles from Dyersville; good buildings; price, \$175 per acre. James Brunkan, Dyersville, Iowa.

# Feeders and Shippers Remember This

Whether you milk feed, use dry feed, or soft mash, you cannot afford to not use **Choline** at **all times**. There is positively no question as to your obtaining noticeable gains if **Choline** is used in **any manner of feed**, as well as **drinking water**, given fowls.

A few satisfied users of bulk and concentrated **Choline** who will gladly testify to **Choline's** merit.

W. D. Wright, Produce Co. Oklahoma City, Okla; S. H. Grinstead Co., Inc., Lebanon, Ky.; The Wadley Company, Indianapolis, Ind.; Cappel-Gerrard Co., Peoria, Ill.; White Produce Co., Dennison, Texas; Naive-Spillers Co., Nashville, Tenn.; Norris Lyddon, Fremont, Neb.; Blattner Bros. Co., Wellsville, Mo.; Schermerhorn-Shotwell Co., Des Moines, Ia.



Photo of one day's shipment bulk and concentrated **Choline**.

## Germo Magic Lice Killer

A very powerful insecticide, used by a great many poultrymen to rid their premises of mites, lice, and other insects.

Ask for **special quotation**.

## Germo Carboline

No better general disinfectant made, and is commonly used by most poultrymen with satisfying results.

Ask for **special quotation**.

To convince any reputable firm that has not previously purchased **Choline**, we will furnish a free sample which, when used according to directions, will thoroughly convince anyone of **Choline's** positive merits.

**Germo Manufacturing Company**  
**Germo Building**      **St. Louis, Mo.**

**M. E. Wahlert**

**Theo. L. Guntzier**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

**Feathers  
and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

**Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

AUGUST 20, 1922

Number 6

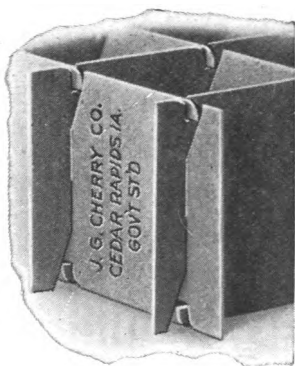
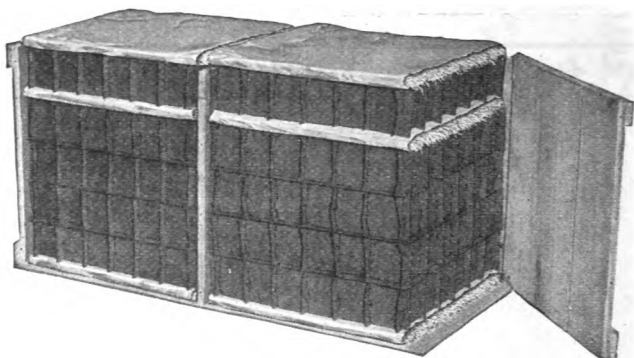
Two eggs  
per day  
will clean up  
the lay.

—*Publicity Committee*  
*New York Mercantile*  
*Exchange.*

# Any Unnecessary Waste of Food Is Criminal

**Eggs, for instance.  
YES, Eggs, especially.**

For **one** egg will sustain a human life for a day and thousands of human beings are starving this minute.



**Egg-Breakage can be Reduced  
—To a marked degree by the proper  
method of packing, with "CHERRY"  
DOUBLE LOCK Fillers.**

#### EXPERIENCE

"Six pads are as big an advance over the use of four pads as the four pads was over the use of loose excelsior."—Chippewa Valley Prod. Co., Eau Claire, Wis.

Send for our interesting book

#### **"Fourteen Rolls and Why"**

It describes our method of making "Cherry" Fillers, from special hard-calendered stock on machines that put the product of 14 different rolls into one filler.

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII WATERLOO, IOWA, AUGUST 20, 1922

No. 6

## NEW YORK EGGS.

UNLOADING OF RESERVE BEGINS AT NORMAL PERIOD—ADVANCE IN FRESH RESTRICTED, BUT FALL PRODUCTION LIKELY TO EXCEED LAST FALL'S.

BY F. G. URNER.

The unusual, even unprecedented, accumulation of eggs in cold storage that has characterized the spring and early summer this year continued, relatively, during July.

At the four leading markets—New York, Chicago, Boston and Philadelphia—July receipts showed practically the same gain over the previous year (14.8 per cent) as had been realized in the earlier part of the season from March 1st (14.1 per cent). And the decline in trade output, as judged by a comparison of receipts and accumulations, which had been so marked in June, was not fully recovered, the July output being still somewhat short of July, 1921.

Under these conditions the July additions to storage reserve were again unusually large, amounting in the four markets to 203,302 cases net against 50,363 cases last year, 66,737 cases in July, 1920, and 89,055 cases in July, 1919. This left the excess of storage holdings at these markets over 1,330,000 cases at the close of July, and the later preliminary report of the Bureau of Markets indicated an excess in the whole country of 2,528,000 cases over last year.

Taken in connection with the evidence of a consumption movement, even a little below this of the previous year, the continued unusually large net accumulations demoralized the market for a time following mid-July. Receivers and dealers felt that larger outlets were necessary, that current arrivals, of which there were constant accumulations, should be forced into consumption and that storage goods should be made to supply all deficiencies that might arise in fresh stock, either through decreasing

receipts or expanding outlets. Shortly after mid-July fresh firsts declined at New York to a range of 21c @ 23c and extra firsts to 24c @ 26c, and the whole market fell into a demoralized state with an increasingly pessimistic outlook. It was some time before the relatively low prices had much effect in relieving the unhealthy conditions. But, after suffering many losses, shippers finally made a considerable reduction in the prices paid at interior points, receipts decreased, and toward the close of July, with a gradual reduction of store accumulations, the situation began to improve. From that time up to the present writing (August 17th) prices for fresh eggs have made a total recovery of about 3c a dozen on general supplies, and receipts have fallen a little behind those of last year.

But, while the market for fresh-gathered eggs has lately been in better condition, the receipts having fallen below total trade needs, the upward movement of prices, even from the relatively low mid-July level, has been somewhat retarded by the pressure to move storage eggs. Retailers and jobbers had not, as a rule, reduced their prices to correspond with the wholesale values, and many jobbers who had storage eggs of their own began to use them, even when they were able to buy fresh stock at lower cost, so great was the anxiety to reduce stock. This has prevented any acute shortage in the better qualities of western fresh, although, so far in August, the supply has fallen off enough to keep prices slightly on the up-turn and to give room for an increasing quantity of reserve stock in distributing channels. In fact, since August 1st, there has been a moderate reduction of reserve at New York. The month opened with storage stocks of 1,666,932 cases and street stocks of 58,713 cases, a total of 1,725,645 cases: At the close of August 15th the total holdings were 1,680,203 cases—a reduction of 45,442 cases.

We can use these figures to compare trade output with that of last year during the first half of August, as follows:

NEW YORK TRADE OUTPUT AUG. 1-15.		
	1922	1921
Total holdings		
July 31 .....	\$1,725,645	\$1,338,506
Rec'ts Aug. 1-15.	191,223	221,224
Apparent Supply.	1,916,868	1,559,730
Total holdings		
Aug. 15 .....	1,680,203	1,340,402
Apparent Output	236,665	219,328

This is a little more favorable showing than could be discovered in the July statistics, but when we consider the volume of reserve stock to be moved it only shows the necessity of a continuance of the conditions that have led to it. There is, however, one rather encouraging factor in the figures. It appears that the excessive receipts that characterized the position up to the end of July are no longer in evidence. We cannot suppose this to be due to any greater than normal decline in production. It may be due in part to transportation deficiencies in the interior, but there has probably been an expansion of interior consumption resulting from the relatively low country prices. If the situation on storage stocks is to be saved or kept from disastrous results that would seem to be an essential condition. There is no good reason, I believe, to suppose that late summer and fall production will not show an increase compared with last year similar, in percentage, to the spring increase. But more of it will be used at interior points if prices can be kept relatively low. They can be kept relatively low only by using storage eggs for a larger part of the consumption demands in the city populations. This combination, if it could be carried out, might save the storage egg situation or keep it from disaster. But, if city trade is kept on fresh eggs in the usual proportion during the late summer and early fall; if prices are thus forced up until trade can be shifted to the higher qualities of stored eggs at a profit; if country prices are accordingly advanced to a point where a normal proportion of the fall production will be sent to the large consuming markets, then we are not likely to get a late summer and early fall increase in consumption proportionate to the increased holdings. And if we should go into October

with the greater part of the present surplus of storage reserve to be moved within three or even four months—figuring on January for the large needs that might arise in an unusually cold winter—it is hard to say what prices would have to be accepted to force a clearance.

At this time prices of western eggs at New York are reasonable, and storage eggs can be bought at prices below cost. Canded and graded western are selling chiefly in a range of 26c @ 29c, with a few fancy to extra fancy selections at 30c @ 32c and ordinary to very good qualities at 22c @ 25c. One of the large chain store establishments has been making a drive on first-class spring refrigerator eggs at 25c, retail. This means a heavy loss, compared with first cost, on carrying charges, but it is to be noted that the goods sold can be replaced by purchases for late fall delivery at a little lower equivalent cost. There has been very little open market wholesale trading in refrigerator eggs here as yet. A few firsts have been sold at 25c, but they are generally held higher and occasional higher bids—up to 28c—have been made for special marks of favorite reputation. Also occasional late-packed cars have changed hands at around 22c @ 23c. But there is not yet enough movement to give any clear definition to values.

New York, August 17th.

## CHICAGO EGG MARKET

MARKET'S TONE BETTER THAN MONTH AGO—LITTLE HOPE LIKELY IN EXPORT SITUATION, OWING TO HIGH COSTS—FALLING PRODUCTION, IF IT FALLS FAR ENOUGH, WILL TURN TRADE TO COOLER GOODS—CONSIDERABLE SHORT-HELD EGGS USED RECENTLY—HOT WEATHER HELPS MARKET

The egg market has taken on a definitely better tone since our last report. As we said before, one of two things is necessary in order to stop the upward trend of prices: Either a substantial export inquiry, or a falling off in receipts sufficient to allow consumption to overtake production and force the trade to look to the coolers for a fair proportion of their supply. The British market has receded rather than advanced. Last cables show prices there for Irish and Danish eggs of from 12 to 14 shillings,

with continental eggs, which are more nearly comparable with our own, quoted at prices from 9 to 11 shillings per long hundred. Eleven shillings at the going rate of exchange are approximately 25c a dozen, and the cost of packing our fresh eggs for export and laying them down on the English market is in the neighborhood of 7½c a dozen. On eggs coming out of storage the figure is nearer 10c a dozen, this including export package, packing cost, freight to seaboard, and ocean freight. So there is no help, apparently, from that quarter. But the other of the two events hoped for has occurred. Production has fallen off to a point considerably below consumption, and our receipts are now running quite a little behind last year. This condition has not improved the situation materially from a statistical point of view, but it has improved the tone of the market by creating a demand for all fresh eggs that are here, and allowing some of the cheaper coolers to be put into consumption.

So far as our information goes, very few eggs have been moved out which were, strictly speaking, storage eggs, but quite a quantity of eggs stored for less than 30 days, eggs still legally and morally fresh eggs, have now found a profitable market. The supply of these eggs is not large enough to continue long, and it is to be expected that within the next two or three weeks real inroads will be made on June and July storage stock. Up to the morning of the 16th, the actual reduction of storage stocks in the four markets was only 35,000 cases, as compared with 59,000 cases for the same period last year, so that the market can't be said to have yet taken on a definitely better trend, but the fact that we are now going and moving in the right direction adds zest to the trade and has given everyone fair courage.

Prices for refrigerator standards for November and December delivery, which are the two options that govern the fall months, went to 23½c at the lowest point, then back to 25½c and down to 24½c. This range, viz., from 23½c to 26c, appears to be about the range that will be maintained until the month of delivery comes.

With the best fresh eggs being quoted at 23½c, it is difficult to say how the trade are going to be willing to take delivery of refrigerator standards in September at 23½c, which was this morning's

price. Fresh eggs have still 2c further to advance before the present prices for Septembers and Octobers can be justified, and the 1st of September is but two weeks away.

For the first time this year the weather has a real, summer temperature. A glance over the weather map today shows 7 a. m. temperatures over 90 spread over a large territory from which we get our supplies. So far as its influence goes, it will strengthen the market. There will be fewer eggs available of a quality good enough to satisfy better trade, and, aside from a few cars of fine stock, which were stored during the recent unsatisfactory market, there would be no place to turn for eggs of a satisfactory quality, except to the box. The weather is such that eggs coming out of storage can be used with great difficulty on account of sweating, but it is unlikely that the present intense heat will continue any great length of time. With cooler weather the hens will take to laying again and the real fall production will make its appearance on our larger markets.

The prices today are as follows: Best graded, candled fresh eggs 23½c @ 24c; candled country current receipts, medium, good quality, 22½c @ 23c; ordinary country candled current receipts, 21c @ 22c.

There is, practically speaking, no known market for "refrigerators," except the future call, which today closed as follows: Refrigerator standards, September delivery, 23½c; October delivery, 24c; November delivery, 25½c; December delivery, 25½c.

Chicago, Ill., Aug. 17.

## PHILADELPHIA.

The receipts of strictly fine fresh eggs are light. With a good demand for this grade sellers have little trouble to realize full value for best quality.

There is an abundance of inferior stock offering, for which sellers are willing to accept almost any reasonable price, providing the eggs remain sold when delivered.

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

The egg inspector and his assistants are working far into the night to enable sellers to obtain their certificates for sales delivery.

Many cars are rejected. These lots are placed with difficulty as salesmen hesitate to accept the canner's prices.

The storage situation is one of much concern to the owners. The outlook is not bright for a profit. Owing to the cost, many will have to realize 33c @ 35c per dozen to make their investment. At the present time, holders would willingly unload at cost and assign the profits to the buyer.

Produce merchants are interested in ways and means to increase the consumption of eggs and are working on plans to effect this. The large supply of peaches offering is a marked drawback to egg consumption. Owing to the popularity of this fruit, the problem of changing the ideas of the consumer may not readily be solved.

A good demand and satisfactory price is readily obtained for all prime, meaty live poultry. Buyers are particular and want quality.

The bulk of arrivals is of poor grade, blue and skinny. This quality is slow of sale, and to effect sales concessions have to be made to catch a buyer.

Many of our large dealers are putting in feeding stations and claim that by feeding 10 to 12 days they can supply the trade with a meaty bird.

Receipts of choice dressed fowls and chickens meet with ready sale, both to the local and out-of-town trade. The city killers are freezing largely of their stock and claim that prices are about as low as they will go on 1½ and 2-pound chix.

#### CANADIAN REVIEW.

The market has taken a turn for the better and while as yet this may not be reflected in the prices quoted, there is a slightly firmer undertone. In Ontario receipts are lighter, and the quality last week showed some improvement. This may not hold, however, as yesterday (Monday) was one of the hottest days this summer and today promises to equal it. The consumptive demand continues fair, and will likely improve with better quality arriving. The situation is brighter in the maritime and prairie provinces with prices around last week's levels. In British Columbia

production is low and consumption fairly good, but jobbing prices remain unchanged, these being governed by the price at which states eggs can be imported and sold. Washington association firsts are offered at 29c delivered Vancouver; Independents, 27c @ 27½c; and pullet eggs, 18c, shipping point, 22c, delivered.

Straight receipts in Ontario are being bought at 21c @ 22c, shipping point; Manitoba, 19c, delivered; Saskatchewan 16c @ 18c, delivered; British Columbia, 26c, country points, New Brunswick, 26c, country points; Nova Scotia, 28c, country points; Prince Edward Island, 22c @ 24c, country. Alberta is the only province where the trade quote on a graded basis, and for this week the prices for extras are 24c @ 25c; firsts, 18c @ 20c; seconds, 15c @ 18c, delivered. Jobbing prices vary according to the retail demand and the supplies on warehouse floors.

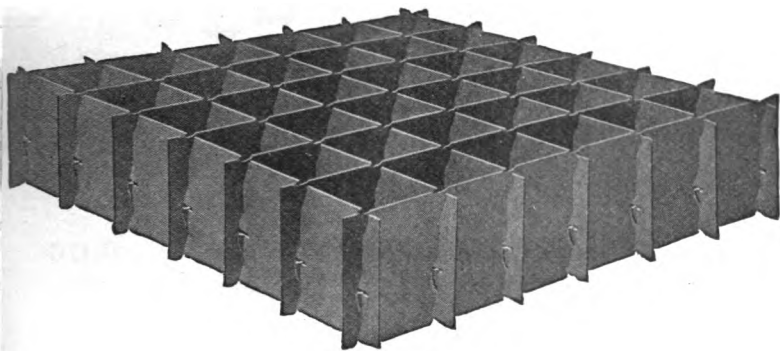
The retail prices of eggs in different parts of the country provide food for thought, ranging as they do from about 28c to 50c. Some retailers have regular sources of supply direct from country points, others deal with wholesalers. The majority take the shippers "say so" regarding the quality of the eggs, and the consumer makes a good many unpleasant discoveries. Some retailers have solved the problem by recognizing that we have in Canada national grades for eggs, selling according to those grades. One retailer in Ottawa is selling specials at 50c; extras, 40c; firsts, 30c; and seconds at whatever price they will fetch. Retailers in Ottawa, Kingston, Toronto, Vancouver and other cities are selling on grade, and consumers save money by buying eggs on grade, particularly during this season.

The United States markets have fluctuated during the past week, but, on the whole, under lighter receipts, they are a little more steady. During July storage stocks were added to considerably, and trading is being done in storage at prices below cost into storage.

#### POULTRY.

There is nothing new to report in the poultry situation. In Quebec and the maritime provinces producers are shipping in carlots. Recent loading includes one from Quebec country points to Montreal,

(Continued on page 18)



# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

Incorporated 1881      Capital, \$4,750,000.00  
Total Space Cooled, **16,400,000** cubic feet

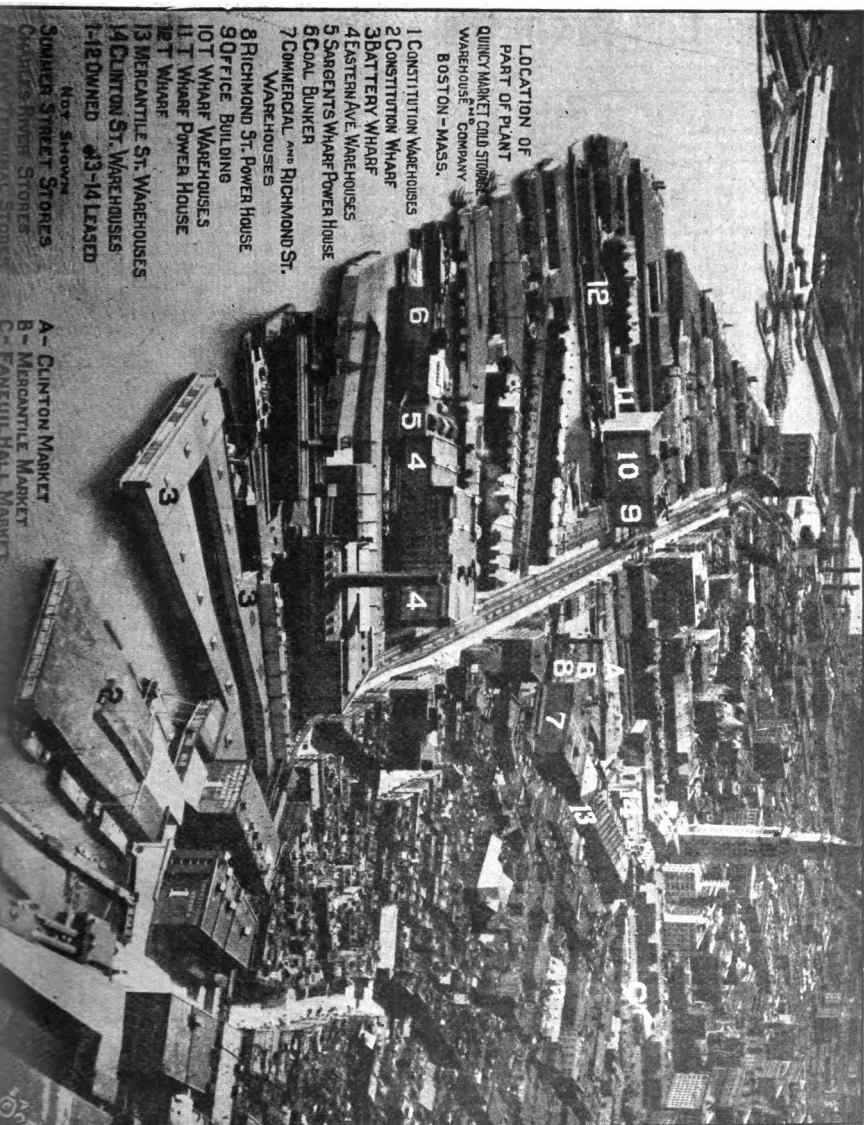
Best Service for

# EGGS BUTTER POULTRY

The **ONLY** cold storage in the **MARKET DISTRICT** of BOSTON.

**Get Next to Your Customers**  
STORE your EGGS, BUTTER and POULTRY  
where you must SELL them—in the **MARKET DIS-**  
**TRICT.**

Treasurer-Manager, George H. Stoddard  
Assistant Manager, Henry W. Tinker



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

## GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

## PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., AUG. 20, 1922

WHILE the war was on the authorities in the postoffice department at Washington had tacked as a rider to a war-emergency bill, and passed a law which has since proven a tremendous, and in some cases disastrous, burden to the publishers of America—viz., the zone system of handling second-class mail matter together with a series of unjust and burdensome periodical increases in the carrying charges therefor. Oppressive taxation of the nation's press is in itself an indirect form of censorship and a step backward. The publishers of newspapers and magazines have appealed to congress for fair play in order that the needs

of the reading public may be met. A bill, known as H. R. 11965, introduced by Congressman M. Clyde Kelly of Pennsylvania, is now pending in the postoffices and post roads committee of the house. It provides for the reduction of the war taxes levied in the present high postal rates. The press of the country protests against the severity of the imposition, which tends to jeopardize its freedom of expression and seriously affects its finances. Public integrity, political and social freedom depend upon the intelligence and character of our citizens. The majority of American citizens are dependent upon the press for intellectual inspiration. An enlightened press will make illiteracy, isolation and superstition give way to progress and prosperity and thus strengthen the moral and social fibre of a people. To fulfill this mission it is necessary that the channels of communication—the transportation of the mails—be kept open at reasonable rates for the newspapers and magazines. Continuation of war-time taxes on the press of the country is a matter which concerns every citizen. At the time the tax was imposed it was generally conceded that increases in the postal rates on second-class matter were wholly without justification in economics or political equity. The increased rates were imposed simply as a war emergency measure and such a tax cannot be defended three years after the cessation of hostilities. The mode of assessment clearly violates all equities of contribution. The war-tax on second-class mail subject to zone rates was made in the form of four successive annual increases that constituted an increase from 100 per cent for the initial zone to 900 per cent on the last zone, and this war tax has in no way been lessened. Of the taxes levied to defray the war expenses, experience proved certain impositions to be so unduly burdensome or unworkable that they were most aptly referred to as "nuisance taxes" whose repeal at the earliest possible moment was urgently demanded. The contention that the tax on second-class mail matter is a tax that can be shifted to an advertiser is obviously unsound. Subject to the condition that sufficient means to carry on are requisite, postal revenue is a secondary object to be kept in view, the greatest net revenue being usually obtained through the most extensive patronage producing



the largest possible volume of business and that it is aggregate revenue that counts most rather than revenue from any particular item of service or from service rendered to a particular class of patrons. The fact must not be overlooked that the revenue accruing to the postoffice from its operations need not be direct or paid in postage or in money to be measurable, and that the indirect returns are specially noteworthy in connection with the distribution of second-class mail matter. There is an inter-relation of postal traffic whereby one class of business leads to or "produces" additional business. Second-class matter carried at low rate, being publications issued at stated intervals going to regular readers of newspapers and periodicals, "produces" large quantities of letter mail paying the highest rate of postage. The report of the Penrose-Overstreet commission (a congressional organization) refers to the fact that "second-class matter is itself the cause of a great volume of first-class matter upon which the department reaps a handsome profit." It has been aptly said that, while the freedom of the press remains, "we cannot be enslaved. When it is impaired or diminished we shall soon cease to be free." Let us, then, guard the liberty of the press as we do the freedom of speech and the rights of juries, for it is one of the main props of the constitution. It is encouraging to note news reports to the effect that officials at the White House believe, as do publishers, that at least part of the war burden placed upon publications should be removed.

"Stew the Roosters" is the slogan the Wisconsin Department of Markets suggests to take the place of the more familiar one—"Swat the Rooster." And, then, it further appropriately remarks that "it is a well known fact that thousands of dollars' worth of eggs are lost each summer in every county in the state through the activities of males after the breeding season. A fertilized egg begins to develop at 68 degrees F. The germ grows slowly for a few days and then dies. This dead tissue in the egg decomposes and a bad flavor or rot results. If this germ reaches considerable size blood appears and after death settles in a ring or line near the shell. This causes what is known as a "blood ring," and it is illegal to sell such

an egg for food purposes. By eating or disposing of the roosters infertile eggs are produced, which keep much better and eliminate the greatest source of loss during warm weather. The price dealers can pay for eggs is determined by the price these eggs sell for in outside markets, and the better the egg, the better the price. Poultry keepers may not see any direct increase in price due to the production of infertile eggs, but the increase, nevertheless, exists. Not until the state establishes a reputation for producing only the best will Wisconsin eggs sell for a premium in the large markets. Stew the old roosters and pen up the broody hens. The results will be well worth the effort."

MORE than 150,000 hens are entered in an Indiana state-wide, egg-record project looking toward improvement of breeds and more efficient egg production. L. L. Jones, of the poultry extension staff of Purdue University, says: "A large number of the cooperators who have been in two years have succeeded in bringing up the average production of these hens from 10 to 30 eggs per hen per year."

E. L. DAKAN, poultry specialist of the Ohio State University, went down to New York City recently to take a look at the little old town and learn its ways, especially as to egg sales. When he got back he announced that his visit was the first step in an organized, state-wide effort to put Ohio eggs more strongly on the eastern market.

DEFEAT often lies in an imagined opposition. And the astute contender never forgets that his opponent "always looks fresher than he feels."

SEEING through a thing and seeing a thing through are two very, very different things.

WE ARE not sure about the widow's weeds, but all others should be cut.

NO MAN is too big to be kind and courteous, but some men are too little.

THE greatest mistake we can make in life is to be continually fearing we will make one.

A YEAR of silence will undo five years of advertising.

# **Two New Poultry Crates**

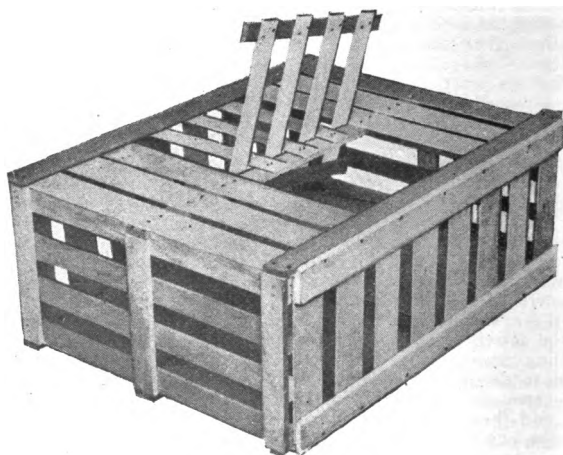
## **Built for Returnable Service**

### **Sturdy Construction**

### **Light Weight**

**"Set them up Right and  
they'll get there Right"**

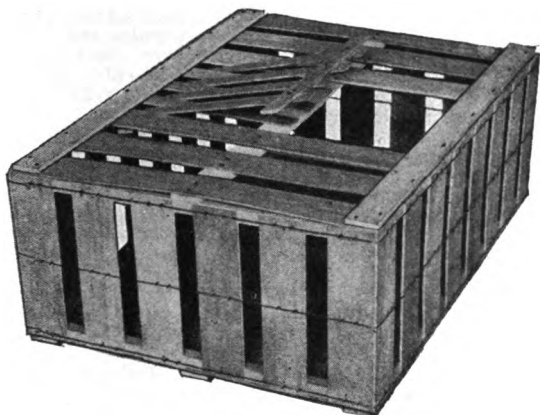
**"CHICAGO MILL"**  
**Interlocking Poultry Crate**



**Write for descriptive folder and price list.**

# The Super-Dreadnaught

## POULTRY CRATE



### Authorized Distributors

#### Illinois :

Altamont Manufacturing Co.,  
Altamont; Cairo Egg Case &  
Filler Co., Cairo; J. G. Cherry  
Company, Peoria; Quincy  
North Star Co., Quincy.

#### Indiana :

Indiana Board & Filler Co.,  
Decatur, Evansville, Vincennes.

#### Iowa :

J. G. Cherry Co., Cedar  
Rapids; Kennedy & Parsons,  
Sioux City; Waterloo North  
Star Co., Waterloo.

#### Minnesota :

J. G. Cherry Company, St.  
Paul.

#### Missouri :

N. A. Kennedy Supply Co.,  
Kansas City; Chicago Mill and  
Lumber Company, St. Louis.

#### Nebraska :

Kennedy & Parsons, Omaha.

#### Oklahoma :

N. A. Kennedy Supply Co.,  
Oklahoma City.

#### Ohio :

Indiana Board & Filler Co.,  
Urbana; The Urbana Egg  
Case Co., Urbana.

#### Pennsylvania :

Chicago Mill and Lumber Com-  
pany of Pennsylvania, Harris-  
burg.

#### Tennessee :

Bristol Seed & Grain Co.,  
Bristol; Chicago Mill and  
Lumber Company, Nashville.

#### Virginia :

Chicago Mill and Lumber Com-  
pany of Pennsylvania, Roanoke.

## CHICAGO MILL AND LUMBER COMPANY

General Offices

Conway Building, 111 W. Washington Street

CHICAGO

## Egg Nog—Some Shoemaker Stuff

—H. H. Bergmann, St. Louis, in a recent mailing card, after calling attention to the range of values in October, November, December and January following for the years 1896 to 1917, inclusive, says: "The outcome of the egg deal is not simply a question of people working, it's more a question of whether hens are working. We brag in our daily industrial reviews about the workman getting in four days of eight hours each per week and we're overlooking the hens putting in seven days of 24 hours each. It behooves us, therefore, to closely watch egg stocks and chicken flocks, and, if it begins to look like too many of both, then we must govern ourselves accordingly. And when we do, the cost of eggs (which so many are harping on) will not cut any figure. It's the selling price that will bother us."

—R. H. Barter, of the Chicago Mill & Lumber Company, Chicago, dropped into Waterloo for a few hours recently, shortly following the arrival of samples of this company's two new poultry crates—the Chicago Mill interlocking poultry crate and the super-dreadnaught poultry crate. Mr. Barter was making a swing around the circuit, introducing these new crates to the jobbers and was here to complete arrangements for handling the product with the Waterloo North Star Company. R. H. Barter is right-hand man for W. Harry Davis and has made a big place for himself in the Chicago Mill organization. But, why shouldn't he be a salesman? His name, you know, is Barter.

—"More than 3,000,000 hens out of the 11,000,000 head of poultry in Michigan are slackers," says E. C. Foreman, professor of poultry husbandry at Michigan Agricultural College, Lansing. And the gentleman who has just spoken, like other intelligent workers in his line, is urging a system of culling, which has been tried and not found wanting, to correct the trouble, the remedy being simple, namely, to get rid of the hens that don't lay—and they don't lay because they are not built that way.

—Dealers should constantly urge upon their producers the United States government's recommendations concerning egg production and egg handling, which are as follows: Produce infertile eggs by removing the roosters, from the flock in the summer time. Provide clean nests and keep eggs clean. Do not wash eggs. Gather the eggs twice daily during the summer, to prevent them from being heated by the hen and the atmosphere. Keep in a cool, dry place away from flies. Market them at least twice each week.

—A. D. Sibbald, assistant dairy and food commissioner for the state of Minnesota, told Minnesota egg shippers recently that in the two years that the egg law has been in force there has been more improvement in the quality of the eggs marketed than in the 25 previous years. By urging the farmer and other egg producers to gather their product frequently and market promptly, millions of dollars have been saved to the producer, too, he says.

—More than 15,000 herds of cattle, representing 326,000 head, are now government accredited as free from tuberculosis. Certain packers now pay more for hogs following tuberculosis-free cattle or raised on farms where there are accredited herds of cattle than they do for other hogs. Soon, it is possible, this tuberculosis investigation and attempt at control may extend to poultry.

—What do you think they are drinking in Virginia? They are trying to tell us that a tree down there has been religiously and profitably bearing apples for five years and now it has suddenly begun producing cherries. We fancy that the next time the fellow who started that report looks at the tree he will have it bearing grapes.

—Greek mythology gives us the wonderful stories of the centaurs that, with human head and shoulders but horselike bodies, had four legs, and the Greeks also tell us of the winged feet of their heroes. Even our own tradition has the three-legged stool, but Ottumwa, Iowa, reports a four-legged chick.

—The demand for quality product is as strong as it ever has been. The following, taken from a letter of inquiry from a New York concern, will put the situation about as it exists: "The highest price can always be obtained for high quality. If you will grade your eggs carefully, they will net you the most money."

—At Thief River Falls, Minn., to stimulate further the raising of turkeys, and, incidentally, probably, to give itself a bit of deserved advertising, the First National Bank has been offering to give a dozen turkey eggs to each of a specified number of boys and girls in that neighborhood.

—Anything available to increase one's power or influence is capital. The rude bows and arrows of the Indians were capital, workmen's tools are capital, a man who owns his own home has capital, a man who has a savings account has capital.

—Will Clark, the egg and poultry packer at Waukon, Iowa, puts up goods under the following brands: "Rose and Thistle," "Value for Value," "Rose and Star," "Rose and Crown."

—Some wise gink has computed the different kinds of lice that chickens have as eight. Do chickens have lice for the same reason that dogs have fleas?

—A wise, old owl lived in an oak. The more he saw the less he spoke. The less he spoke the more he heard. Why can't we be more like that bird?

—It was Josh Billings who said: "Consider the postage stamp. Its value lies in its ability to stick to one thing at a time till it gets there."

—The sweetness of low price never equals the bitterness of poor quality. Therefore, don't ever allow price to be placed above value.

—Shew me thy ways, O Lord: teach me thy paths. Let integrity and uprightness preserve me: for I wait on thee.—Psalm 25: 4, 21.

—A nation of owners is a nation of stability. But no nation can be owners until they have first been savers.

—A lot of us are always complaining that our days are few but acting as if there was no end to them.

—It was Theodore Roosevelt who said: "You can help a man up; but once up he has got to walk himself."

—Some men are content to envy success in others. Other men achieve it for themselves.

—One of the most important things for a man to remember is his wife's birthday.

—"A man's success is in his mind," says a 1922 business sage. We've often noticed that.

—If a hen lays 18 eggs in June, she's done her share, according to the poultry experts.

—I have noticed that the folks who sow wild oats in roof gardens usually get a crop.

—Water won't mix with oil, but it is more democratic in the case of oil stocks.

—There are always two sides to a question—the wrong side and our side.

—As he thinketh in his heart, so is he.—Prov. 23:7.

### HERMAN PAEPCKE DIES.

The recent death of Herman Paepcke marks the passing of a notably successful man. He was the founder of the Chicago Mill & Lumber Company, Chicago, whose business was transacted in an earlier day as the Paepcke-Leicht Lumber Company. The estate was valued at over \$3,000,000.



### HEN EGGSON

Vacations are 'bout over, most of the liars are back from the lake fishing regions, and their ability to prevaricate seems to have been getting no better fast.

**Rigid But Light Hardwood Frame.** Saves half the weight of all steel. Dipped in wood preservative; sanitary and cleanable.

**Locked Corner give compartment division wires extra strength.**

**The 1" x 6" Mesh gives large cockerels plenty of comb room.**

**Light And Airy.** 1" ventilating space between pan and front rail. 3" chamber between pan and wire floor. 15" head room in the clear, floor to pan above.

**Reversible Trough Brackets** support trough at proper height to keep it free from droppings.

**Non-Rackable Frame.** Solidly grooved, strongly nailed and properly clinched. Locked rigidly together.

**Galvanized Drip Pan.** All corners riveted. Removable for cleaning.

**The Solid Cleat** which supports the pan.

**Electric Welded Steel Ends And Top.** One continuous piece stretches around ends and top, locking entire battery rigidly together.

**The Roomy Doors** are 12" x 14". Self-locking Doors and Fronts are of No. 9 electric spot welded steel wire. Welds are stronger than the wire itself.

**Side Rail** projects 1 1/2" above floor, keeping droppings out of troughs below.

**New Triple-Bolt Truss Type Floor.** The three truss bolts tighten floor, also giving double strength to frame.

**Special Sloping Ends** with smooth surfaces guide droppings into pan, keeping them off the work floor.

**The Sagless Floor** of 1" mesh heavy No. 16 galvanized woven wire. Slightly elastic and much easier on the feet than stiff or rigid wire.

**NOTE CAREFULLY The Scientific Construction AND SUPERIOR FEATURES OF DANLEY FEEDING BATTERIES**

(See opposite page)

# A Gold Mine

**For Up-to-Date  
Poultry Dealers and  
Commission Merchants**

You will save as much as 40 per cent in just cost by equipping with **DANLEY'S**. That means just so much more funds for your general business, and the investment will repay itself scores of times during the next 25 years.

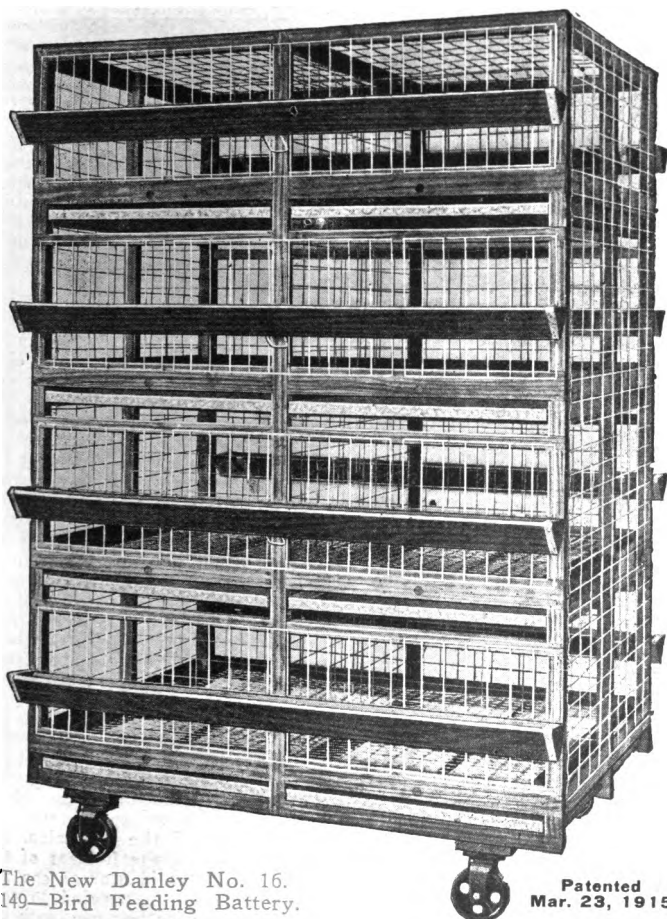
The **DANLEY** is a galvanized steel battery, except main frame, which is of hard wood, dipped in

wood preservative. Saves half the weight without loss of strength.

Galvanized metal drop trays. Light, airy sections with 15-inch head-room. Feeding troughs are hung to exclude droppings.

Broilers are ready for feeding—poultry prices are good. Write today for catalog and prices.

**THE DANLEY SANITARY MFG. CO.**, Department Y. St. Johns, Mich. .  
W. P. Kernan, Western Representative, 208 N. Wells St. Chicago.



The New Danley No. 16.  
149—Bird Feeding Battery.

Patented  
Mar. 23, 1915

## CANADIAN REVIEW.

(Continued from page 6)

one from Prince Edward Island to Montreal and one from Nova Scotia to Boston.

## EXPORT.

The week-end cables indicate a slight improvement in the British market, but not sufficient to warrant export from this country. English production has been very heavy. The lower prices have stimulated the consumption of better-quality eggs, but many Continental arrivals are not clearing.

## JUNE EXPORTS.

June exports of eggs were made from the United States as follows: To Europe, 15,000 dozen, to Canada, 74,700 dozen, to Bermuda, 2,160 dozen. In Central America the distribution was made as follows: British Honduras, 310 dozen; Honduras, 16,802 dozen; Panama, 85,510 dozen. Mexico got 908,126 dozen and Cuba got 862,610 dozen.

## CHICAGO POULTRY.

The poultry market here has shown a much better feeling during the past week or two and business has been transacted on higher and more satisfactory levels as far as the receivers are concerned. Prices on all grades have recently taken an upward turn, with fancy stock enjoying a very good demand and premiums being paid for this grade. The higher quotations reached are being maintained right now, but there is a feeling in the market that the future might see a different turn, and lower prices. However, the receivers do not feel that such action will take place immediately, and, as the market has recently been able to clean up fairly regularly and hold a strong price, the receivers are optimistic. The arrivals are said to be sorting much better than they have for some time, and this feature of the business has added greatly to the gathering strength of the market.

Ducks are moving slightly better just now, and the call for fowls from local consumer trade is said to be holding up well. The hot wave which has hit Chicago has been thought to have kept down the demand for poultry for home consumptive purposes recently, and the trade here feels that, with the advent of cooler weather, there is a

possibility of a better demand coming in which will hold prices to present levels.

At this writing the market is in a very favorable condition. Concerning the future trend, the trade is a little doubtful. Some of them express themselves as feeling that no change of material importance will develop, while others feel that the top has been reached and lower prices will be seen later on.

"We want to call your attention again to claims on overcharge on shipments moving during federal control of railroads, that is, shipments moving between December 27, 1917, and March 1st, 1920," B. W. Redfearn, general manager of the Live Poultry and Dairy Shippers Traffic Association, said to members of that body in a recent announcement. "If you have any such claims, they must be registered with the Interstate Commerce Commission prior to September 1, 1922, or be forever barred."

"The Exchange is convinced that an advertising campaign, as thorough and far reaching in its sphere as can be jointly financed, is an absolute necessity at the present time," reads a statement recently made by the Chicago Mercantile Exchange.

"All of us in the trade who are at all posted," the statement continued, "know that the enormous production of butter and eggs throughout the season and the unprecedented amount all over the country make it absolutely necessary to stimulate and increase the consumptive demand in order to successfully market this year's crop."

"The Exchange, through its members, will undertake a \$20,000 campaign. Every producer or dealer who has butter or eggs stored should realize that he is vitally interested in the success of this undertaking because it means just the difference between getting back a new dollar for an old one with a slight profit added and a disastrous wind-up that may mean heavy losses to a good many."

"If the producers and storers can add another \$10,000 to \$15,000 dollars to this campaign by just a moderate contribution from each, it will add an enormous leverage to the success of the campaign. It is too bad that the holders of the 10,000,000 cases in storage can not be reached and persuaded to contribute 1c a case because, with the

(Continued on page 20)



Frank A. Horne, Pres.  
Alex. Moir, Vice-Pres.

Harry C. Lewis, Sec. & Treas.  
Frank L. Hawley, Asst. Sec.

# **Merchants Refrigerating Company**

**The best facilities in the greatest  
Markets for the storage of**

# **BUTTER**

**Warehouses of Modern construction, low  
Insurance, Unexcelled locations,  
Market and Superior service.**

## **NEW YORK**

17th Street and 10th Avenue Warehouse in the West  
Washington Market District, on tracks of the New York  
Central Railroad.

Downtown Warehouses in the heart of the Produce  
Trade, convenient to all Railroad Terminals and Piers.

## **JERSEY CITY**

Warehouses have track connection with all Freight lines.

## **NEWARK**

Warehouse adjacent to the Wholesale Market center.

**Main Office: 161 Chambers St., New York, N. Y.**

## CHICAGO POULTRY.

(Continued from page 18)

\$100,000 which this would mean, something worth while could certainly be accomplished.

"Our Exchange members are contributing \$250, \$200 and \$100 each, respectively. Why not contribute in proportion to your present holdings?"

"The first two outside contributors to the advertising campaign are: The Wadley Company, Indianapolis, Ind., with a check for \$100, and the Newton Produce Company, Newton, Iowa, with \$50.

"We are listing all contributions," the statement continued, "and are going to keep the trade posted, not only on the exchange, but through the press, as to who the friends for a larger business and a successful handling of the present situation are."

S. Edward Davis, executive secretary of the Chicago Mercantile Exchange, said that it has taken quite a little time to convince the trade that a campaign to educate the public into eating and using more butter and eggs was essential and necessary, but that now the Chicago faction sees this need and is getting behind the project in wonderful style and with enthusiasm. The campaign will be carried along lines to show the great mass of buying public the advantages, both healthful and mercenary, to be gained from the greater use of butter and eggs as food. The campaign advertising program is expected to be ready to start September 1st.

As entertainers the Chicago poultry, butter and egg trade is getting, or rather, making, a name for itself. Last year, when the annual convention of the National Poultry, Butter and Egg Association was held here, a committee to handle recreation and entertainment features were picked from the local trade. They made such a success of the endeavor that this year the national has decided to have the Chicago trade take the same work over. Committees were to have been appointed this month for the purpose of making up the roster of those men who will be on the various bodies handling arrangements for the coming big event in October, and these will be announced later, it is said.

While it is yet a little early for any announcements to be forthcoming on the convention, it has been

said that the carriers will grant the reduced fare privileges enjoyed last year by visiting conventionites, and also that the plans are to make this meeting the biggest the industry has ever held.

This is the season for golf, say the boys along the street. With the possibility of a golf tournament being one of the features of the October convention, golfers in the local trade are putting in a little spare time oiling their knees and elbows and chalking off par on the many courses surrounding the city. A new course which has recently been installed at Grand Beach, Ind., has been a favorite spot. Harry Cook, of A. H. Barber Creamery Supply Company, was seen on that course wielding a nasty niblic and putter, and Frank Collyer, of Harry H. Redfearn & Co., has also been at the Grand Beach club chasing the elusive ball.

Live poultry shippers should take out live poultry insurance. This is the contention of the Live Poultry and Dairy Shippers' Traffic Association. To substantiate their belief they have cited a case recently coming up: "The Tennessee Egg Company of Chattanooga, Tenn., were unfortunate enough to have a car of live poultry wrecked with total loss. The amount involved was nearly \$4,000. Eight days afterward they had the insurance company's check for the total amount. A claim against the railroad would have taken from three months to a year to collect."

## THE TITE-PACK FILLER.

The Tite-Pack filler has lately begun an advertising campaign.

When the filler was first introduced to the trade, the attitude was taken that advertising without performance would be worse than useless. Accordingly, the filler was put before the larger egg packers and is now used in Illinois, Wisconsin, Iowa, Michigan and Indiana.

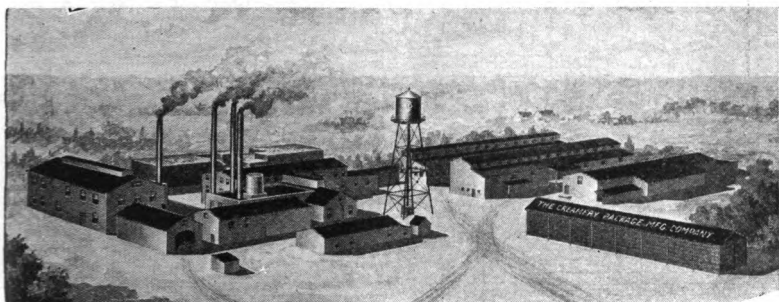
The factory had been running on a 24-hour basis, and had held up an advertising campaign after the successful introduction of the filler until more machines could be put in shape.

Additional equipment is now ready, we are advised, and larger quarters have been taken over.

The adoption of the Tite-Pack is attributed by this company as much to its simplicity as to its protection of egg shipments. The principal

(Continued on page 22)

# A GREAT ORGANIZATION Behind CRESCENT Fillers



The Creamery Package has built a large, efficient organization around the champion Crescent Egg Case Filler.

An important unit is the Crescent plant at Coffeyville, Kansas, devoted exclusively to the manufacture of fillers. Situated as it is in the heart of the great Kansas wheat belt, an abundance of clean, sweet Kansas prairie straw is always available.

Then there is the group of experts and workmen at the plant. Their efforts have been concentrated for many years on one ideal—to make the best egg case filler possible. Every minute detail in the construction of Crescent Fillers has had their careful study.

The large **CP** sales organization brings Crescent Fillers to you “direct from the manufacturer” efficiently, and at low cost.

Here's a list of the branches from which you can obtain **CP** Service on Crescent Fillers. Wire or write the nearest one for a rush order in any quantity.

## The Creamery Package Mfg. Company

1408-10 W. 12th St.  
Kansas City, Mo.

113-15-17 S. Tenth St.  
Omaha

61-67 W. Kinzie St. Chicago

406-8 Sycamore Street  
WATERLOO, IOWA

318-20 Third St. N.  
Minneapolis,

## THE TITE-PACK FILLER.

(Continued from page 20)  
of the filler is such that the play of the filler in the case is taken up by the Tite-Pack feature—the end strips bearing against the case. The eggs cannot touch the case.

Buckling of the filler is prevented by the use of heavier stock lengthwise of the case and car. Each egg has play only in its individual cell.

The Tite-Pack packs four pads to the case.

This gives a solid pack in shipment and takes the eggs through storage without the usual depreciation in quality.

Egg shippers have long been waiting a filler that would ship safely and go well through storage.

This company claims that the users of Tite-Pack say the filler ships safely and goes through storage well.

## REFRIGERATION SCHOOL.

The fall term of the three months' course in refrigeration engineering at the Seibel Institute of Technology, Chicago, will start September 12, 1922. This course, which was temporarily suspended during the war, has been greatly augmented. The Seibel Institute is the only school in the United States that offers to those interested in the subject of refrigeration engineering an opportunity to obtain a thorough, scientific training in so short a period of time. All of the numerous other studies taught by state universities and colleges, requiring two to four years to complete, have been eliminated, and only the most essential subjects are given. In addition, the classes are limited in number, which makes it possible for the instructors to give individual attention to each class member.

For the benefit of our readers who may be interested in such a course of training it is suggested that they write to the Seibel Institute for full particulars.

## OPENS AT WEST.

M. J. Goodrich, whose headquarters are at Strawberry Point, Iowa, and who has egg and poultry plants in a number of surrounding towns, has recently rented a building at West, Iowa, and opened an egg and poultry plant in that city. It is in charge of Louis Alderson, who formerly lived at Edgewood, Iowa.

## WHY NOT SAY "MUST?"

W. HARRY DAVIS, PRESIDENT OF THE NATIONAL ASSOCIATION OF EGG CASE FILLER MANUFACTURERS, IN THE FOLLOWING REMARKS EXPRESSED HIS VIEWS AT A RECENT MEETING OF HIS ORGANIZATION AS TO WHAT RAILROAD CLASSIFICATIONS SHOULD SAY AS TO PROPER EGG PACKING AND PACKAGES.

I do not think that we, as a manufacturers' association, want to be in the position of that historical general who with his army marched up the hill and then marched down again; and, in my judgment, that is the situation we are facing.

Undoubtedly, the railroads, the inspection bureaus, and the Bureau for the Prevention of Loss and Damage of the American Railway Association, have accomplished wonders in the way of claim reductions in the lines in which our craft is interested, and our hand goes out to them for continued results in the future, as it has in the past.

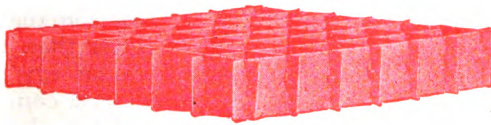
They came to us several years ago, and asked us to take up certain matters looking to the betterment of our packages. We met them squarely and fairly in every instance, acceded to their every request, and have done all that we could to bring about the desired results. We have not spared time, money, experience or effort in our laboratory tests to find the best package for the purpose intended. Now, when we have secured these findings, and they are established and accepted, why should classifications remain in force or go into effect which say that they "may be" utilized?

The filler group have increased the weight of their fillers, the case group have stood ready to carry out everything that it was necessary to do to secure as nearly as possible perfectly balanced construction that would, under normal handling conditions, and with reasonable cost of original package, carry its contents safely to the ultimate consumer. The case manufacturers found that the original fault with their part of the package was in assembling it. They have spared no effort in a campaign of education to correct this evil. Now we are confronted with the proposition that, after our findings are made and proven, we are to step back and accept a rule which says: "You may use them." Gentlemen, I don't

(Continued on page 27)

# **Pack Your Eggs Right**

## **USE**



## **Indiana Board and Filler Co.**

**Vincennes, Decatur, Evansville, Indiana  
and Urbana, Ohio**

# A Better Buy

- Dried by the Collis Process—Loses only the cream
- Put up in handy sacks—easy to handle.
- Saves in Freight—Keeps indefinitely.
- Contains 90% milk solids—3 times as much as liquid
- Retains all the natural lactic acid of fresh milk
- The important vitamins are not destroyed

Prof. Philips, of Purdue Experiment Station, reports in bulletin No. 258 that Dried Buttermilk is as good or better than the liquid form. His experiments were on egg production and his results, therefore, are conclusive evidence of the feeding value of Dried Buttermilk.

**THE BEST DRIED BUTTERMILK**

“Dried Fre

## COLLIS PROD

CLM

# Way To termilk

ni-condensed buttermilk.

ilk.

Prof. Evvard, of Ames, Iowa, Experiment Station, reports that Dried Buttermilk is an excellent feed for pigs.

DE BY THE COLLIS PROCESS

the Churn"

**TS COMPANY**  
**OWA**



# WONDERFAT FEEDS

Are built for **YOUR BUSINESS** and with an intimate knowledge  
of your **EXACT REQUIREMENTS**.

**Shipping Feed for Live Shippers  
Station Feed for Milk Feeders**

**For Prices and Samples  
Write**

**V. R. COMBS, North Kansas City, Mo.  
SALES MANAGER**

**WONDERFAT POULTRY  
FEED DEPARTMENT**

**ARCADY FARMS MILLING CO., Chicago, Ill.  
CLOVERLEAF MILLING CO., Buffalo, N. Y.  
GOLDEN GRAIN MILLING CO., East St. Louis, Ill.  
TRIANGLE MILLING CO., North Kansas City, Mo.**

**ALWAYS IN NEW BAGS**



## WHY NOT SAY "MUST?"

(Continued from page 22)

think it is fair to our association that our product be left subject to constant attack, nor to the great consuming public, on whom the burden of avoidable loss must ultimately fall. I do not believe that the carriers can expect cooperation from manufacturers if they ignore carefully worked out findings.

If six excelsior pads to each case show the best results, then why not use them at least until such time as a cheaper and more effective method is found? Why use an inferior method of tying the load, as long as the pads are procurable at a cost to the public far less than the loss sustained by using a substitute? The manufacturers of egg cases, fillers and pads are not in position to police and enforce the use of even a proven package, but they do want to help the user of that package and the transportation companies to eliminate waste insofar as is possible.

Gentlemen, there is no legitimate excuse for wasting a food product. If we have found a way to prevent it, at least partially, why should we stand back and say: "You may avail yourselves of the remedy?" There

are millions of innocent consumers who, on account of avoidable losses in eggs—the food of those who toil—must pay out of their daily wage for these losses. Are we justified in continuing that when we know of at least a minimizing remedy available at a reasonable cost?

The manufacturers have spent three or four thousand dollars to find out their share of the best way. We have marched up the hill, and I fear we are ready to march down again. Yes, and we shall march down again unless this matter is put in such shape that the transportation companies insist that certain methods be carried out, and exercise their police powers in enforcing them.

It is all right to say that "you may use" an improved package. But why the "may"? Should shippers and concentrators who have spent thousands of dollars in building up a business, and the shipment of whose product does not result in claims amounting to one-tenth of one per cent of the revenue paid to the carriers, on the average, be penalized by rates presumably based, in part at least, on account of the risk and heavy damage claims, and a stigma placed on their business by reason of the slipshod manner in



10,000 MILES OF SERVICE



## Poultry SHIPPING COOPS

**BUILT  
LIKE  
A STEEL  
BRIDGE**



**STRONG  
BUT  
LIGHT**

Not only the superior Shipping Coop, but the best for feeding purposes.

Do not confuse any ordinary wire coop with the "Steel Pyramid," which has stood the test for years.

Open mesh and pyramid shape provide the ventilation that saves cost of a coop in a season, through reduction of shrinkage of poultry in transit.

**United Steel and Wire Co.**

**Department 4**

**Battle Creek, Michigan**

which 20 percent of the entire volume is packed by careless and incompetent shippers? I do not think any reasonable man would claim that they should.

### "EGGS—OUR PROBLEM."

That is the title of a circular issued by the New York Mercantile Exchange, and which reads:

"The publicity committee of the New York Mercantile Exchange wishes to give wide publicity to the fact that a country-wide increase of egg consumption must be secured if the increased holdings in all markets and the heavier current production are to be disposed of without serious financial loss.

"The committee believes that the required increase in consumption, amounting approximately to one and one-half eggs per capita per week, can be secured by a nationwide cooperation of the egg-producing and distributing industry. All exchanges, national and state organizations and individual dealers and associations should strive to increase egg consumption by using their influence to create reasonable retail prices to consumers in all parts of the country and bringing out the fact of the superior food value of eggs at current prices in comparison to other food commodities.

"That it seems reasonable to expect an adequate expansion of consumption, if the public is properly enlightened and reasonable prices maintained is apparent from the fact that the present excess holdings and prospective increased production can be cleared satisfactorily, if the sales for the six months beginning July 1, 1922, can be made to show the same increase over the same six months of last year as those of last year showed over the year before, approximately 23%. If, as a trade, we can stimulate consumption one egg per week per capita, as compared with last year, we can clean up the surplus.

"Should production be encouraged or discouraged?

"This is a serious problem. Either production must cease to expand or we must induce a larger permanent consumption of eggs by the public. We should make room for a larger production by developing a demand in excess of present consumption. e. therefore, propose a trade plan as follows:

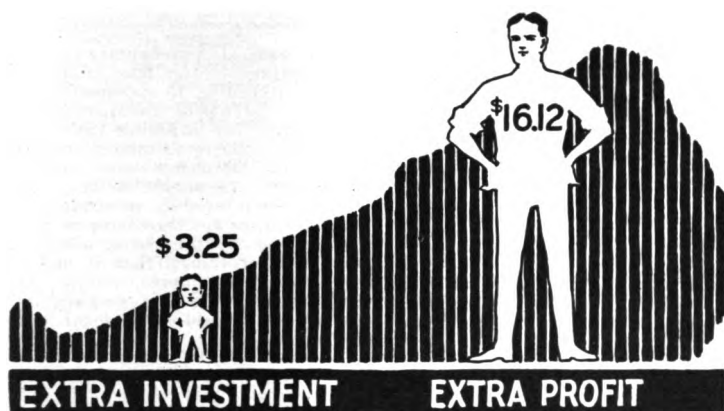
TWO EGGS PER DAY  
WILL CLEAN UP THE LAY—  
AND MORE TOO.

"Let us push this trade slogan in every possible way until it becomes as familiar to the public as the well known 'An apple a day keeps the doctor away.'"

Then why not promulgate a rule—a shipping law, if you please—detailing the best proven method of packing, fastening, tying the load, for the benefit of all concerned? It is the commonest principle of law that a portion of society must be compelled to do the right thing in order that the rest may not suffer from their acts. Is there any good reason that can be given why we should not use the best methods, always bearing in mind that the cost of the saving must not be greater than the value of the goods saved? The manufacturers of the package have, I believe, done their part in proving that their package and the recommended methods of its use will bring about the best results. The leading packers of the country are in hearty accord with these findings, and are at present carrying out these recommendations. There is nothing new, radical or startling about them, neither do they impose a heavy burden upon the shipper. They are only what is accepted as the best proven shipping practices. Why should the transportation authorities hesitate to place in effect and force a rule which is so obviously for the benefit of the greatest number? Unless they are willing at this time to look beyond the petty jealousies engendered by local conditions, and do their share by insisting on the use of a proven package, they must accept their part of the charge of an increasing avoidable burden of food costs to the many. I repeat that the manufacturers have gone as far as they can in this work.

### AFTER THE COCKERELS.

Nine hundred cases of eggs per week are reported by Padur & Thompson, Lyons, Kans., which is 200 cases more than they were getting at this time last year. They believe that farmers will begin moving their hens during the month of July. Their poultry receipts are 5,000 pounds per week. They are advertising extensively to induce farmers to market their surplus cockerels.



**T**HIS feeder fed Purina Chicken Fatena and semisolid buttermilk to 9 batteries of birds, and corn and oats with buttermilk to another lot of 9 batteries, obtaining the results shown below:

	FATENA	Corn and Oats
Number of birds fed,	984	984
Days fed,	7	7
Total Gains, lbs.,	458	379
Cost of Feed,	\$19.88	\$16.63
<b>Extra Profits from Fatena,</b>	<b>\$16.12</b>	

We will send you the complete report of this test and many others similar. Write for them.

*Fill in the Coupon below  
or dictate a letter now.*

**PURINA MILLS, 984 Gratiot St., St. Louis, Mo.**

Ft. Worth

Nashville

Buffalo

**Ralston Purina Co., 984 Gratiot St., St. Louis, Mo.**

Send me full data from actual tests of Purina Chicken Fatena, with samples of blanks used in the test.

Name .....

St. or R. F. D. ....

Town ..... State .....

*Feed from the Checkerboard Bag*



## ILLINOIS SHIPPER DIES.

Frank Houser, who was 79 years old and the founder and the head of the wholesale poultry and egg firm of F. Houser & Son, Lena, Ill., died recently from heart failure.

Although 79 years of age and having always lived an active life, one of the remarkable things about Mr. Houser was that he had never been ill in his life, had never grown bald or gray and was up to the time of his death a man of remarkable keenness of mind and vigor of body.

The only child left—Mrs. Houser having died many years ago—is H. C. Houser, who has managed the business for his father and was for a long time actively engaged with him.

The Houser wholesale business is one of the oldest in northern Illinois. It was started in 1872 and since that time has grown rapidly, substantially and successfully. A branch house was operated at Monroe, Wis., which was established in 1916, and another in Baraboo, Wis., established last year.

## EXPORTS FROM THE WEST.

Wilsey, Bennett Company, 352-356 Front street, San Francisco, Cal., on Saturday, June 3d, shipped 500 cases Petaluma sterilized, fancy ranch eggs to London, England, in a special refrigerator compartment on the Holland-America line motor ship Dinteldijk. This is the first shipment of eggs reported this year from California to London, and will be followed by other shipments to leave San Francisco in July, August and September. The shippers report that the eggs were packed in especially constructed ventilated export egg cases, in which Gill cup fillers were used.

## SELLING COCKERELS.

Fifty cases of eggs per week are reported by E. Miller, Shelbyville, Ill., which is one-half more than he was getting at this time last year. The quality is good. He is getting 2,000 pounds of poultry per week and a few spring chickens. They are coming in earlier than usual. Farmers are letting go of their surplus cockerels.

Unless somebody is a liar, a San Diego, Cal., hen laid 505 eggs in 561 days.

## MAY ORGANIZE.

The general merchants at Fairmont, Minn.—or, at least, some of them, according to newspaper report—are proposing to organize an association for handling eggs and to hire a manager to take charge of it. The merchants are said to claim they are unable to get from the Fairmont produce merchants as liberal a price for their eggs as they think they ought to have, alleging, among other things, that from 35c to 75c per case more is paid for eggs to merchants in neighboring towns than is paid to the local merchants. If the proposition goes through it will be organized along the usual lines, all pooling their egg shipments and taking their proportionate share of the receipts, from sales as well as standing their proportionate share of the expenses.

## ADDING REFRIGERATION.

At a cost approximating \$6,000, Loomis Brothers are installing a refrigerating system in their poultry and egg plant at New Hampton, Iowa. Arrangements will be made to refrigerate two rooms—one for severe freezing, with a capacity of 50,000 pounds of poultry, and with a holding capacity of about two carloads; the other—a cooling room—with a capacity of 2,300 cases of eggs. This move is made in order to facilitate the handling of eggs and poultry at New Hampton and also to enable them to increase their business in that territory.

## THIRTY DAYS EARLIER.

Wilson Poultry Company, Atchison, Kan., state that spring chickens are being marketed 30 days earlier than usual in their section. They are getting 35,000 pounds of poultry per week, also 3,000 pounds of spring chickens. Their egg receipts are 1,200 cases per week, which is 400 cases more than they were getting at this time last year. Farmers have been selling their surplus cockerels.

## USUAL RECEIPTS.

Hicksville (Ohio) Produce Company write: "Our egg receipts have been running about 1,000 cases per week, which is the usual amount for this season of the year. We are getting about 4,000 pounds of poultry per week. Farmers are just now beginning to sell their surplus poultry."

## PREMIUM FOR ROOSTERS.

Ralls County Mercantile Company, Center, Mo.: "We are getting 2,000 cases of eggs per week, which is one-fourth more than we were getting at this time last year. The quality is only fair, although showing considerable improvement over recent years. The farmers are moving their hens now. We believe that the spring chickens will be marketed later. However, we are getting a few at the present time. Our poultry receipts are 10,000 pounds per week. To induce farmers to sell their surplus cockerels, we advertised "Rooster Day" and paid a 2c premium. We have added a 20-foot candling room to our plant."

**Dates of Coming Events**

October 16th and 17th—National Poultry, Butter and Egg Association, Sherman Hotel, Chicago. H. F. Jones, executive secretary, 208 North Wells Street, Chicago.

November 1, 2, 3 and 4, 1922—National Association of Practical Refrigerating Engineers, Planters Hotel, St. Louis, Mo. Edward H. Fox, secretary, 5707 West Lake street, Chicago, Ill.

## NEW DES MOINES AGENT.

H. E. Eyman has been appointed as agent of the New York Despatch Refrigerator Line, and of the National Despatch Refrigerator Line, his offices to be in room 205, Observatory building, Des Moines, Iowa. Mr. Eyman succeeds John Offenlock. C. R. Cooper is president and general manager of these lines and W. A. Lally is general agent.

## TO OPEN AT HURON.

It is announced that the Norfolk Poultry Company will build a building and open an egg and poultry plant at Burke, S. D. L. M. Clute, who has had experience in the poultry business, will be identified with the new enterprise.

## HENS TO MOVE SOON.

H. A. Coleman, Palmyra Ill.: "I am getting 75 to 100 cases of eggs per week, although receipts for the month of June showed a reduction. I believe it will be about 30 days before hens begin to move in this territory. I am getting 3,000 pounds of poultry per week."

## THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

## REFRIGERATING ENGINEERS.

The dates for the 13th annual convention and exhibition of the National Association of Practical Refrigerating Engineers have just been announced. This important convention will be held on November 1, 2, 3 and 4, 1922, at the Planters Hotel in St. Louis, where the entire second floor of that well known hotel, which is one of the largest in St. Louis, has been engaged for exhibition and meeting purposes.

The National Association of Practical Refrigerating Engineers is an association composed of chief and operating refrigerating engineers, for the purpose of further educating the members of the profession in the art and science of refrigeration engineering.

The national education and examining board of the association, after much labor, several months ago commended to the members a lecture course on the fundamental principles of refrigeration. The lecture course is in 22 parts and is conceded by many of the best minds in the profession to be the most complete of anything ever written on the subject. This, along with the other educational features offered by the association, is available only to members.

The cost of joining the association is so small that every refrigerating engineer should become a member. The initiation fee is only \$5, and the dues at the rate of 50c a month. For further particulars refer to Edward H. Fox, secretary, 5707 West Lake street, Chicago,

## HENS NOW MOVING.

H. R. Butts, Vandalia, Mo., is getting 200 cases of eggs per week. This is more than he was getting at this time last year. Now that the laying season is over, farmers are beginning to move their hens. His poultry receipts are 5,000 pounds per week and 1,000 pounds spring chickens, which average in weight 1¾ pounds. He is urging farmers to sell their surplus cockerels.

## SURPLUS MOVING.

Egg receipts of 900 cases per week are reported by O. I. Clevenger, Marion, Ohio. The quality is showing improvement. He finds that farmers are getting rid of their surplus poultry now.

## BUSINESS STILL GOOD.

"Egg receipts are getting light. There are 15 other plants of the Missouri Farmers' Association in the state," write the Producers' Cold Storage Company, Shelbina, Mo. Nevertheless, they are getting 2,000 cases of eggs per week, which is one-half more than they were getting at this time last year. They state the quality is fair and that they find an improvement over recent years. Hens have been moving for some time. Their poultry receipts are two carloads per week and from 4,000 to 5,000 spring chickens. These chickens average in weight about 2½ pounds. Their association of 80,000 members are in line on cockerels when they want infertile eggs. They are adding new equipment and making minor changes in their plant. In conclusion: "This plant was put in operation a little over a year ago, and we packed 90 cars for storage. However, we did not store any ourselves."

## READY FOR BUSINESS.

The buildings for the Burke Poultry Company at Burke, S. D., have been completed. They are located advantageously in the town. The main building is 40 by 48 feet in size, two stories high, with loading and unloading facilities and railroad trackage. A garage for the company's automobile equipment has been built. They now use two large trucks. The Burke Poultry Company are doing business now in their new quarters.

## ENCOURAGE SALE COCKERELS.

Knaust Produce Company, Fredrick, Okla., write that they are making every effort to induce farmers to dispose of their surplus roosters. They are getting enough spring chickens for their retail trade. Poultry receipts are 3,000 pounds per week and egg receipts, 100 cases.

## EGGS ARE BETTER.

W. C. Fine, buyer for the Farm Produce Company, Orleans, Ind., writes that their egg receipts have been double those of last year. They have been getting 2,000 pounds of poultry per week, also spring chickens are coming later than usual. "The quality of eggs is better than usual," he adds.

## HOLDING HENS.

"The quality of eggs is the same as that of recent years," writes E. Neece, Taylorville, Ill. Spring chickens, weighing about 2 pounds, are now being sold. Poultry receipts are from 3,000 to 5,000 pounds per week and egg receipts are running from 90 to 100 cases, which is 40 per cent more than I was getting at this time last year. I believe farmers will hold their hens for fall laying."

## SPRINGS ARE LATE.

Farmers Union Supply Company, Cave in Rock, Ill., find egg receipts short and not even up to the receipts of a year ago. The farmers, they say, are selling their hens and surplus cockerels. Spring chickens are being marketed later than usual.

## NORMAL RECEIPTS.

Long Produce Company, Medford, Okla., report receipts of 150 cases of eggs per week, which is about normal for this season. Their poultry receipts are 25 coops per week.

## THREE-POUND SPRINGS.

Egg receipts of 25 cases per week are reported by Light Brothers' Company, Carroll, Iowa. This is about the same as they were getting at this time last year. As compared with recent years, they find an improvement in the quality of eggs. They do not think that many hens will be sold before September. They are getting a few spring chickens and find that the average weight is about 3 pounds. In conclusion, they write: "The farm bureau is urging farmers to market their surplus cockerels."

## SPRINGS ARE EARLIER.

R. W. Winsley, Moravia, Iowa, reports egg receipts of 1,200 cases per week, which is less than he was getting as this time last year. He states that the quality is very poor, although showing an improvement over recent years. He is getting two cars of poultry per week and 5,000 pounds of spring chickens, the average weight being  $1\frac{1}{2}$  to 2 pounds. Spring chickens are coming in earlier than usual. He is urging farmers to sell their surplus cockerels.

# A Real Bargain

One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

Egg Cases, Fillers, Excelsior Pads, Nails, Coops, Barrels, Etc.

## CARLOTS PUOLTRY NOW.

Egg receipts of 1,600 cases per week are reported by Atlass Produce Company, La Fayette, Ind., which is considerably more than they were getting at this time last year. The quality is reported as fine and showing improvement. The farmers are moving their hens now. They are getting one carload of poultry per week and about 1,000 pounds of spring chickens, their average weight being 2 pounds. The spring chickens are coming in earlier than usual. They are paying a special price to farmers as an inducement to sell their surplus cockerels. It is their belief that the fall poultry receipts will be heavy, which will, naturally, lower prices. This spring an addition was built to their plant, 40 by 100 feet, and they are now planning to build another, 60 by 120 feet.

## PAY PREMIUM ON COCKERELS.

Egg receipts of 12,000 cases per week are reported by Norris Poultry & Egg Company, Saint Joseph, Mo. This is 20 per cent more than they were getting at this time last year. It is their opinion that farmers will begin moving their hens as soon as harvest time is past. They are getting 40,000 pounds to 50,000 pounds of poultry per week, also about 4,000 pounds of spring chickens, which average in weight from 1½ to 2 pounds. They are paying farmers 10c to 12c per pound for their surplus cockerels as an inducement to sell them.

## CANDLING.

"We find that the quality of eggs is better now than it has been," write People's Cooperative Store, Boyden, Iowa. "Our egg receipts are 75 to 100 cases per week. This is 15 to 30 cases more than we were getting at this time last year. We are continually telling the farmers to sell their surplus cockerels. We are testing with a two-hole candler and keeping a record of all eggs taken in and rejected."

## IMPROVED.

Receipts of 200 cases of eggs per week are reported by Main Valley Butter Company, Dayton, Ohio. The quality, as compared with recent years, shows an improvement.

## QUALITY IS GOOD.

The West Unity Poultry & Egg Company are getting 10 per cent more eggs this year than they were at this time last year, receipts being 750 cases per week. They report further: "Our stock is all huckster-gathered and the quality is fine. The farmers are disposing of their hens pretty freely now. We are getting 7,000 pounds of poultry per week, also 3,000 pounds of spring chickens. We have been paying extra prices to induce farmers to sell all their surplus cockerels."

## RECEIPTS KEEPING UP.

"My egg receipts are 200 cases per week," writes L. E. Goode, Bloomfield, Iowa. This is an increase of 20 per cent over what he was getting at this time last year. As compared with recent years, the quality is good and continues to show improvement. He is getting 125 coops of poultry per week, also some spring chickens, the average weight being 2 pounds. The farmers are marketing their surplus cockerels.

## INSTALLED NEW BATTERIES.

"Farmers are now selling their surplus cockerels," writes J. C. Marr, Alta Vista, Iowa, "and we believe they will begin moving their hens, now that laying season is over. We are getting 60 cases of eggs per week. The quality is only fair, but slightly better than in previous years. We are getting about a ton of poultry per week. Spring chickens are running around 2½ pounds in weight. We recently added three new feeding batteries."

## VERDICT GIVEN.

Recently a Minnesota court rendered a verdict of \$720.92 in favor of the Williams Produce Company and against the Bridgeman-Russell Company. A new trial was denied the latter company in the district court.

## HENS MOVING.

J. C. Seckel, Bucyrus, Ohio: "Hens began to move as soon as the laying season was over. I am getting 4,000 to 6,000 pounds of poultry per week and my egg receipts run from 800 to 1,000 cases."



# The TITE-PACK Will Stop Your Breakage...This has been Tried, Tested and Proven

## THE REASONS

The Flap Prevents Shifting of Eggs in Case. The Filler Is Prevented from Buckling.

Same as Standard Filler. Your Men Will Handle Just as Many Cases Per Day

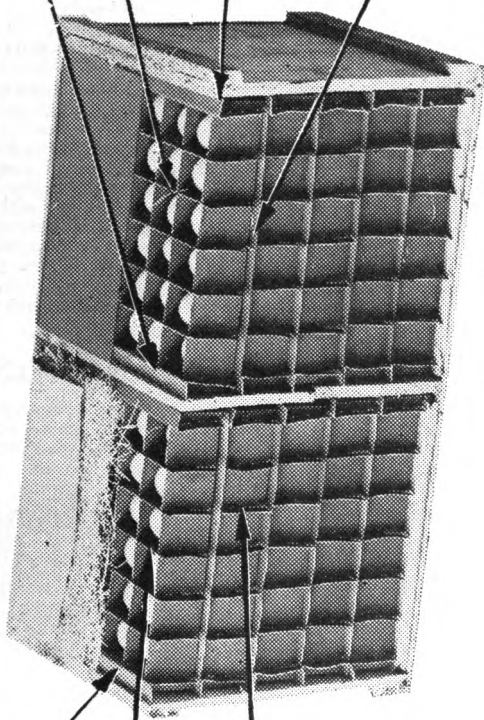
The Lock You Cannot Shake Apart.

The Flap Acts As a Support to Each Individual Egg Cell.

For Large Eggs, Use Our High Fillers. No Breaking on Ends.

This Feature Provides Extra Cushion for Eggs.

IT Has Been Conclusively Proven That It Is Absolutely Unnecessary to Use Extra Pads with the TITE-PACK.



Now ready for delivery.  
Prompt attention given  
large and small orders.

Tear Out Coupon Below and  
Mail to Tite-Pack Filler Co.,  
728 W. Madison St., Chicago,  
Illinois.

Eggs are arriving daily at Chicago and seaboard with no breakage

## TITE-PACK FILLER CO.

728 West Madison Street  
CHICAGO

Please send me a sample of the TITE-PACK FILLER in a small egg case, FREE  
of charge to me. We use . . . . . sets per year.

NAME .....

ADDRESS .....

## COOPERATIVE SELLING.

"That Wisconsin egg producers are becoming more interested in marketing their eggs through organized groups or cooperative creameries, was demonstrated by a trip made to Barnum, Minn., on June 8th, by 75 people from Burnett, Washburn, Bayfield and Sawyer counties," says the Wisconsin Market News Letter. "Among them were representatives from creameries, poultry associations, prominent poultrymen, county agents and members of the poultry department of the university and of the Wisconsin State Department of Markets.

"Barnum, Minn., is famous as a poultry-producing center and has a reputation for putting high-quality eggs on the markets of the northwest. These eggs are handled through the Carlton County Creamery. The first year 6,420 dozen eggs were handled and the business amounted to \$1,440. In 1921 the number of eggs handled was 178,000 dozen and the business had increased to \$57,205. This big increase is attributed to the fact that only strictly fancy products were put on the market.

"Egg producers who sell to the Barnum creamery sign an agreement to deliver only absolutely fresh, clean eggs weighing at least 24 ounces per dozen. These are packed in cartons and sold to the better class of trade in Duluth and surrounding towns. A few are shipped to the Twin Cities. Due to the fact that a reputation for quality has been established on these markets, Barnum eggs sell for a premium.

"Selling on quality basis has had a good effect in increasing prices. The creamery paid producers an average price per dozen of 32.2c in 1921, while the average price for the state during the same time was 27c. It was explained that the better price paid for eggs has been a factor in greatly increasing the poultry industry around Barnum.

"Barnum is a splendid example of the effects of combining up-to-date methods of egg production and efficient marketing. The Wisconsin visitors were convinced that many communities in the northern part of the state could accomplish the same thing, and arrangements were made with the poultry department of the university and the Wisconsin State Department of Markets to start immediately to develop the work in several sections."

## SOME SPRINGS.

Audubon (Iowa) Produce Company are getting 250 cases of eggs per week, which is a fifth more than they were getting at this time last year. They state that the quality is fair and shows a slight improvement over recent years. It is their belief that farmers will begin moving hens shortly. They are getting 2,000 pounds of poultry per week and a few spring chickens, which average in weight about 2 pounds. Farmers are marketing their surplus cockerels.

## HENS TO MOVE SOON.

D. E. Brooks, Bloomfield, Iowa, reports 200 cases of eggs per week, which is 25 per cent less than for this time last year. He states that the farmers are not moving their hens very readily at present, but believes they will do so within the near future. He is getting 2,000 pounds of poultry per week and a few spring chickens, which average in weight from 2 to 2½ pounds. He is building a new office and an egg room.

## SPRINGS ARE EARLIER.

The Cornelissen Company, Alta, Iowa, write that the spring chickens are coming in earlier than usual and that the average weight is 2½ pounds. They are urging farmers to dispose of their surplus cockerels. Their egg receipts are 125 cases per week, which is about the same as they were getting at this time last year. The quality of eggs is improving.

## SELLING COCKERELS.

Friedman Mercantile Company, Alta Vista, Iowa: "We believe farmers will begin moving their hens shortly, since the laying season is over. They are marketing their surplus cockerels. Our egg receipts are 60 cases per week."

## HEAVY BUTTER MOVEMENT.

It is reliably reported that, through the marketing facilities of the Minnesota Cooperative Creameries' Association, Inc., 70 cars of butter made in Minnesota cooperative creameries is moving to eastern markets per week. The general manager is A. J. McGuire.

**CARLOAD A WEEK.**

"My poultry receipts are 5,000 pounds per week," writes H. A. Taylor, Birmingham, Iowa. "A few spring chickens are being marketed. I am getting one carload of eggs per week, which compares favorably with what I was getting at this time last year. Considering the hot weather, the quality of eggs is good. Farmers are selling their surplus cockerels. I am building an addition of 30 by 60 feet to my plant."

**A LITTLE SHORT.**

Andrews & Hutson, Hidalgo, Ill., report egg receipts of 75 cases per week, which is about the same as for this time last year. In May they shipped 300 cases, but are not shipping in carlots now. It is their opinion that the spring lay ran about 10 per cent less than last spring's. They are getting 2,000 pounds of live poultry per week.

That's a good idea of the Minnesota egg-producers, in convention assembled, to let the farmers cooperative associations throw out the bad and undesirable eggs instead of leaving this to the city dealers.

**SELLING FREELY.**

"Farmers are beginning to sell their hens freely," report The Sumner Company, Akron, Ohio. "We are getting 600 cases per week, which is 100 cases more than we were getting at this time last year. The eggs are showing the heat."

**MARKETING COCKERELS.**

Egg receipts of 15 cases per week, which is about two cases more than for this time last year, are reported by Mauritz & Johnson, Bronson, Iowa. "We find," they write, "that there is an improvement in the quality of eggs, and it is our belief that hens will begin to move shortly. Farmers are marketing their cockerels."

**SPRINGS WERE EARLY.**

Indianapolis (Ind.) Poultry Company: "Our egg receipts are 20 per cent more than they were at this time last year. We are getting considerable quantities of spring chickens, which began coming to market earlier than usual. We have been getting a few roosters, also."

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker.**

## FEW HENS SOLD.

Forty cases of eggs are reported by Mrs. J. W. Campbell, Elvaston, Ill., which compares favorably with receipts at this time last year. The quality is fair. However, there is no improvement, as compared with recent years. A few hens have been marketed, although the belief is that the bulk of the crop is yet to be sold. Poultry receipts are five to six coops per week.

## BUILD ADDITION.

An addition, 40 by 60 feet, has been added to the Swift & Co. produce house at Waseca, Minn. It will be used as a poultry feeding plant and will increase the feeding capacity about 600 birds.

## EARLY.

Weekly egg receipts of 250 cases are reported by W. G. Brosius & Son, Knightstown, Ind., which is more than they were getting at this time last year. Spring chickens began being marketed about 30 days earlier than usual. Farmers are letting go of their hens and surplus cockerels.

## GOOD RECEIPTS.

Parsons (Kan.) Poultry Company write that spring chickens are coming in later than usual this year. They are getting 15,000 pounds of poultry, and their egg receipts are 500 cases per week, which is one-fourth more than for this time last year. Farmers are beginning to move their surplus hens and cockerels.

## SOME SPRINGS.

Bedford (Iowa) Produce Company report egg receipts of 135 cases per week, which is about the same as they were getting at this time last year. The quality is good and shows an improvement. They are getting 1,500 pounds of poultry per week and some spring chickens, which weigh about 2 pounds. Cockerels are moving, also.

## INCREASE.

C. F. Beal & Son, Bloomville, Ohio, are getting 15 coops of poultry per week and 250 cases of eggs, which is 50 cases per week more than they were receiving at this time last year.

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## POULTRY IS MOVING.

Egg receipts of 1,200 to 1,500 cases per week are reported by J. I. Reed & Son, Bolivar, Mo., which shows an increase of from 10 to 12 per cent. The quality is very poor. Farmers are now selling their hens. They are getting one carload of poultry per week and a considerable quantity of spring chickens, which began coming in from two to three weeks earlier than usual.

## QUALITY GOOD.

"We are getting 30 cases of eggs per week," reports F. M. Smith, Allerton, Iowa. "The quality is better than it has been for some time. Farmers are beginning to move their hens." He is getting 1,000 pounds of poultry per week and a few spring chickens. The average weight is about  $1\frac{3}{4}$  pounds. He is advising farmers to market their surplus cockerels.

## URGES SALE OF COCKERELS.

O. Walsh, Alexander, Iowa, reports egg receipts of 18 to 20 cases per week, which is more than he was getting at this time last year. He states that the quality of eggs is keeping up very well. It is his belief that hens will begin moving within a short time. He is getting 100 pounds of poultry per week. The spring chickens are coming in earlier than usual. He is doing his best to persuade farmers to market their surplus cockerels.

## BETTER QUALITY.

Twenty-five cases of eggs per week are reported by M. L. Dorrann, Bernard, Iowa, which is about the same as he was getting at this time last year. The quality shows improvement.

## COCKERELS MOVED.

"Hens are beginning to move in this section," write Davidsen-Seery-Adams Company, Louisville, Ky. "We find the quality of eggs very good for this season of the year. Spring chickens are coming in earlier than usual. Most of the surplus cockerels have been sold."

## HENS MOVING.

Wm. Locks, Indianapolis, Ind.: "Farmers are beginning to move their hens. My poultry receipts are 20,000 pounds per week and my egg receipts are 700 cases."

## Wayne & Low, Inc.

Commission Merchants  
**EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

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**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA.**

**EGGS, BUTTER  
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**LARGE OR SMALL SHIPMENTS**

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WHOLESALE DEALERS IN  
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42 North Moore St.  
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**We Have Unlimited Outlets for Fine Grades of BUTTER,  
CHEESE and EGGS and Solicit Consignments**

## NEW YORK SITUATION.

COMMITTEE FROM NATIONAL ORGANIZATIONS LOOK THINGS OVER IN NEW YORK AND ENTER THEIR COMPLAINTS IN PUBLIC LETTER—SAMUEL WERNER SAYS NOT SO BAD AS IT LOOKS, BUT RECOMMENDS CONSISTENT COOPERATION.

A committee consisting of M. D. Lightfoot, Springfield, Mo., H. B. Patton, Bloomington, Ill., and Harrison F. Jones, Chicago, Ill., secretary of the National Poultry, Butter and Egg Association, representing the live poultry shippers of the United States, arrived in New York, Sunday, July 16th, and present the following report:

"Monday morning early, without anyone knowing we would be there, we visited the unloading docks at the live terminals. The news of our arrival quickly spread, and everything that day was passed for inspection, the committee being responsible for the unloading of a good many cars that unquestionably would have been turned down, had we not been there. Tuesday morning we did not go to the D., L. & W. unloading docks until after the buyers' inspector had passed on all the poultry. When we arrived we found that the buyers' inspector had turned down three cars, two of them over the protest of the regular inspector. Your committee inspected all the cars set for unloading, including the three that had been turned down. We found one of them turned down properly on account of over feeding and sand. Two of them, 1,021 belonging to H. B. Hole and 1,736 belonging to Kimball Brothers, under no conditions should have been turned down. This was the unanimous agreement of your committee. We called the receivers in the market apprising them of this fact, and they sent their representatives from the market to inspect the cars. After further inspection it was agreed by the buyers' committee that the two cars should be unloaded, which was done. After these two cars had been unloaded the buyers' committee gave instructions to the receivers to hold them on the stands and not try to sell them, which likewise was done. What do you think of that for autocratic authority? To show you the condition of these cars L.P.T. 1021, after having remained on the stand for 24 hours, was reweighed, and, after deducting

the weight of the poultry that died in the coops during the day, the shrinkage for the 24-hour period was only one pound to the coop. This is on the statement of Max Kossar, who handled the car.

"The D. L. & W. buyers' inspector's method of telling whether or not a car had been over-fed was to hold the fowl head down, massage its crop, and, if any soft feed or discolored solution could be worked out of the fowl's mouth while in this position, he would say "slops," and immediately want to turn the car down. The Erie buyers' inspector, who also is a New York poultry buyer himself, talked very fairly. He said frankly that poultry, fed dry feed, according to the instruction sent out, would be turned down as over-fed. He also said that our idea of no sand with 300 pounds of soft feed the morning of unloading was the natural feed and no more than right. But, listen, he also said that, according to his instructions from the buyers, if a car of poultry was fed soft feed early one morning and not placed for unloading until 2 or 3 o'clock in the afternoon, he still would have to turn the car down, as the instructions were 'to feed no soft feed day of unloading'.

"I saw cars that had been turned down by the buyers' inspector when fed dry feed, exactly as explained in the buyers' instructions. I saw cars turned down that were nothing like over-fed, but simply because they had been fed soft feed instead of hard feed. I inspected many cars that were not fed half enough, the poultry being absolutely empty, because the carmen had been bluffed and bull-dosed into the idea that their cars would be turned down and that they would be arrested, and as a result they were actually afraid to feed the poultry. I inspected one car being unloaded that had not had a pound of feed or a drop of water that morning. The carman told me that he had over 1,900 pounds shrink. This shows how unreasonable and unsettled are the buyers' own ideas on this matter.

"I found that the New York buyer is selling his poultry to the butcher close, entirely too close, as he usually is getting only 2c to 4c a pound profit. On the other hand, I found that the butcher is charging from 8c to 20c a pound profit on the poultry as he sells it to the consumer. This undoubtedly restricts consumption and is a matter

that should be handled by the New York authorities without gloves.

"We arranged for a meeting of the receivers and buyers and had quite a warm session. The buyers are demanding no feed and water the morning of unloading. The receivers outside of two or three, are doing mighty little to combat the excessive demand of the buyers. We will name names later if it becomes necessary. We submitted a proposition to the buyers and receivers as follows: Condemn and turn down poultry when fed sand or gravel. Condemn and turn down poultry when fed flour on day of unloading. Outside of sand and gravel, feed anything you want to prior to the day of unloading, and then feed not to exceed 300 pounds of some soft feed similar to Fatena; Brooks or Wondertat the morning of unloading. The receivers, to a man, said it was a fair proposition. The president of the buyers' association said it was fair. The City Board of Health said it was a proper feed. The buyers turned the proposition down but later took it under advisement, and we are now waiting their final decision. We

further demanded that the buyers' inspector be eliminated and that Mr. Boyie, who has been inspector for the receivers for years, continue in the work.

"With the proposition we made, the receivers unanimously agreeing it was fair and the Board of Health admitting it was fair, our receivers have no further excuse whatever for not backing the shippers in their demands for a square deal. The action of the receivers in the immediate future will demonstrate to all of us just how sincere they are when they say they will try to protect the shippers' interest.

"We went into the matter of excessive coop, cartage and unloading charges, and are convinced that a representative of ours, with a little work, could get material reductions in these items.

"The market on live poultry in New York is made in a very unsatisfactory manner. One receiver will announce that he has sold a car of fowls for 25c, and, although everybody else has been talking 27c and 28c, almost invariably everybody falls into line, and the balance of

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MEMBER OF: Philadelphia Produce Exchange; Philadelphia Butter and Egg Board; National Poultry, Butter and Egg Ass'n; Iowa Wholesale Egg, Butter and Poultry Dealers' Ass'n; Illinois Poultry and Egg Shippers' Ass'n; Missouri Ass'n Butter, Egg and Poultry Shippers; Ohio Butter, Egg and Poultry Producers' and Shippers' Ass'n.

REFERENCES: Corn Exchange National Bank, Philadelphia; The Egg Reporter; Bradstreet's and Dun's Agencies.

**ESTABLISHED 1871**

the poultry for that day is billed for 25c. One example we can cite is where a buyer actually paid a certain price for a car of fowl, and after this deal had been made some of the other receivers announced the selling price of their cars at 2c per pound under what his car was actually sold for. The receiver who sold the first car immediately allowed the buyer the 2c reduction and the shipper stood the loss. An energetic man, representing the western dealers in New York, would save the shipper many times his salary each week by having a steady influence on the making of the daily market.

Wednesday we were on the job at both yards, where all cars were passed, and we considered, after holding our last meeting with the receivers Wednesday that everything possible had been done and that there was no use to stay any longer.

"Regarding the feeding of 500 pounds of dry feed. On Tuesday morning we saw a car, L.P.T. 740, that had been fed that way, resulting in the poultry dying like flies. Two hundred and forty-eight big fowls, 5 cox and 25 chickens were taken out of the car dead with no other cars in the yards suffering any loss. This car belonged to Henderson, Monroe City. The buyers and several of the West Washington Market receivers persistently informed us that this dry feed order had come from the City Board of Health and for that reason they could do nothing. We went to the City Board of Health and found that there was no foundation for this statement. On the other hand, Mr. Salthe, the director, informed us that the soft feed we insisted on using instead of hard feed, was much preferable and would be much better for the poultry. We asked the director of the Board of Health for a statement as to their position, a copy of which we now submit: 'July 19, 1922, M. D. Lightfoot, Springfield, Mo. Dear Sir: Referring to your inquiry concerning the supposed ruling of the board of health to the effect that a maximum amount of 500 pounds of dry feed shall be fed to the contents of each live poultry car the morning of unloading, I would inform you that the board of health has made no such ruling. The position of the department in this matter, as to feed, is this: We are merely interested in the con-

dition of the crop at the time that the poultry leaves the premises of the commission merchant or other dealer who is bringing the poultry into the city. We feel that the question as to the amount of feed to be fed immediately before unloading is a matter which comes entirely within the discretion of the shipper and the commission merchant. Our interest is, as I have stated, mainly the condition that we find the poultry in, practically just before the slaughter.' The original was read to the receivers and filed with Sam Werner, so that there can be no further excuse for demanding the dry feed instead of the wet, soft feed that we recommended.

"Just a word concerning the possibilities where the power of turning down cars is left solely in the hands of the buyers' inspectors. The buyers' inspectors are controlled by a small committee of buyers. Suppose one of these buyers, who is a large dealer, decides on Monday that the receipts will be short for the week and loads up heavily on 500 or 1,000 coops of poultry at the prevailing prices. Wednesday the receipts begin to show up heavier and the market looks weak. This large buyer is facing a loss on his speculation through the possibility of a declining market. He quietly instructs the buyers' inspector to commence turning down cars. Because these cars are not available for unloading, the market is sustained and, on account of the temporary shortage created by the buyers' inspector turning down so many cars, this individual buyer is enabled to unload this poultry for a good price, but the shippers are left "holding the bag," with thousands of dollars in losses and a glutted market for the next week. Our investigation shows that in a modified form this has been worked to some extent, and, if conditions are permitted to remain as they are, unquestionably it will be worked more and more as the season advances.

"We found a good deal of poultry being carried out of the railroad yards and sold. Fully 200 pounds went out of one car while we were there, and we traced it down to the point where it was being sold. Some of the unloading gang had this poultry in sacks and, with the sacks in their possession, rode on one of the trucking company's trucks which carried the last load



of poultry from the car out of the yards. Just as the truck left the railroad yards they jumped from it with the poultry in their possession. This was done directly in front of the railroad guards standing there with stars on their chests and black jacks in their hands. We found a great deal of feed being delivered to the carmen with the sacks just partly full—would estimate them to be 50 to 60 pounds to the sack—and the same being charged for on a full 100-pound basis. We found where feed had been ordered and considerably less than ordered delivered to the carman, yet the shipper had been charged with the full amount ordered. These practices are common occurrences instead of isolated cases, and we believe the shippers are being robbed in various ways on an average of anywhere from \$25 to \$200 per car.

"We have undoubted proof that both in St. Louis and Buffalo feed bills are being made out against the poultry cars, only a part of the feed or even none of it being delivered, although the full feed bill is paid for by the railroad and charged against the cars, the money in these cases being split at times

between the carmen and the feedmen. We have undoubted proof that feed is being sold in New York by carmen and the money never turned in to the shippers. This proof comes from owners of poultry, who have actually run down the cases, as well as statements from some carmen themselves.

"I want to make the emphatic statement that, under conditions such as have been described above, a bunch of insane people would get together and correct them. I wish to state further that the live poultry shippers of the United States could overcome these evils in 30 days by making a determined and united stand for what is right. I wonder if the live poultry shippers are so busy and so concerned with petty jealousies and trying to knock their competitors out of a few dollars that they will ignore these conditions and continue being robbed, shorted and double-crossed at every turn.

"Until we take some certain and united action, the situation as to the buyers' inspectors as well as these other evils mentioned, will get worse instead of better. You shippers can perform the part of the ostrich by sticking your heads in the

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sand and thinking you are properly hidden, but, remember, with your heads covered, your pocketbooks still are in a very vulnerable place."

Samuel Werner, a New York receiver, has given out for publication the following comments on the committee's report:

"While many of the accusations are true, I want to say this with reference to a majority of the commission men in West Washington market:

"Although we have an association consisting of 17 members, all receiving more or less live poultry cars, it is, to my mind, an association in name only. It takes us three or four hours to get together enough members for a meeting, and then we are lucky if half of them do not run out before the meeting is under way. The only time we can get them together is at a time when there is something desperately wrong—a strike by the handlers, truck drivers or stand men, or anything else which may disturb their business directly. But, in spite of this fact, and under such adverse circumstances, we have tried many a time to correct the very evils that the committee now claims as desperate and which I claim are 1,000 per cent better than they were a couple of years ago. The railroads are giving us much better protection against the stealing of poultry than they have for years, all due to competition among them for the business. To my mind, the entire business is troubled by competition from every angle—competition among receivers to get the poultry, competition among the shippers to buy the poultry. While I do not complain about unusual healthy competition, I do complain about extreme competition, competition that is unhealthy, that is ruinous, that takes away shippers' profits and receivers too.

"I want to call the committee's attention to some facts. For nearly two years we employed detectives to watch the poultry at a cost of \$755 per week, nearly \$40,000 per year; we also employed a man to check up the feed at the yards for nearly two years at a cost of \$50 per week and expenses. The entire cost was borne by the commission men. It was at a time when commissions were good and we could afford these luxuries. We did not ask any support of the shippers, nor was any offered, although at conventions I have often urged that the charges were a great burden on our expense account. So,

you can see, we are not altogether indifferent.

"Our firm has made it a rule not to permit a car man to give away any chickens out of the shipper's car and have instructed all car men coming to us accordingly. Once in a while, I suppose, a car man, in spite of our asking him not to, will give the handlers a chicken, but when we find it out we do all we can to stop it. If he is a reasonable man, he stops it. Occasionally we have car men tell us that they have instructions from their employers to give the gang a fowl apiece, for he claims that if he refuses they will 'make cripples' for him. This is a gross exaggeration, because we have three steady unloading gangs working for our firm, and these men would not dare to cripple poultry in these days when employment is hard to get, for they value their jobs, and, as we do a large business, these gangs are assured of enough work to make them a good living. This is one of the advantages of shipping to a large house. For a great many years we have had two men at the car while unloading it and we have now wherever possible.

"Regarding the section of the report concerning the buyer's inspection, this inspection is something new. The trade were making no money, had heavy shrinks and they insisted on putting on their own inspectors. The present method of inspection is only an experiment, and we hope by cooperation to perfect it in time, and in that way obtain a square deal for the buyers and the shippers, too. I also deny that any of these inspectors are in any way interested in any slaughter houses. In fact, they have no other business at all and are picked men who used to work either in the poultry business in West Washington market or elsewhere in the trade.

"Another section of the report states the buyer can manipulate the market. This is a very difficult thing to do, and, while it may occasionally happen, they cannot get away with it as a rule. A visiting delegation such as the committee might very easily gather the impression that the buyers have a great deal to say about the making of our daily market; they do make a considerable noise while that market is being made. But when it is made it represents the condition existing on the particular day, depending entirely on the demand at that time and the supply available to meet it.

"I also take exception to the section of the report which says that the board of health will not have anything to do with the over-cropping of chickens. We have had times recently where poultry was held up on our stands after it was unloaded and the board of health would not let us sell it. While they do not want anything to do with it, generally they will act on complaints. Their position is somewhat like that of a district attorney. If you ask him a question as to what his position will be should you take a proposed line of action, he will reply that he cannot tell you in advance of your action and any complaints he receives against you. If you infringe the law and there is a complaint he will prosecute. The committee's statement that cars were taken out after having been turned down is true, but I have asked one of the receivers who did this why he did it and he said he did so to demonstrate to the committee representing the shippers that although he unloaded a car which was turned down a ruling of the Departments of Markets of the City of New York prevented him from selling it, even if he wanted to. The effect of this demonstra-

tion was apparently lost on the committee, for I find no mention of this fact in its report.

"I do not mean to say that we have a perfect condition here, but men in all lines of business have as good a business as they want it to be. This business is growing very large. I believe it amounted to \$50,000,000 last year and is still growing and will continue to grow with the increase in population. Now, chicken eaters are being born every minute and one in between, and, if we want cooperation, if we want better situations, we can only have them by a broad view and a lot of hard work on both ends of the line. You have to understand that we have a business here where we can never figure on the demand or on the supply; we are shooting in the air all the time. Such a business must have the strictest co-operation from both ends of the line to be a success. You may as well try to run your automobile without a brake as to run a business like this successfully without the most broad-minded, unselfish co-operation possible. Personally, I welcome any and all associations whether organized and represented by buyers, shippers, city, state or federal departments that will work with us

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Prompt Shipment—Carloads or Less.

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CAIRO, ILLINOIS

here to improve and keep improving conditions all along the line in the business I am engaged in. But co-operation doesn't mean to come to New York for two, three or four days, look around, go home, find fault, and offer no suggestions, either for improving present conditions or for establishing an organization to better existing conditions.

"The old live poultry dealers' working arrangement, back in 1906, was one way of co-operation, but the anti-trust laws prohibit that form of organization. While I do not desire any combination in restraint of trade, as the law finally construed them, I would like to see in the near future an organization formed for betterment, an organization of the kind Mr. Hoover is advocating, and I refer you to his articles on it. We don't want an organization in restraint of trade or for fixing prices. But we want an organization to control the various problems confronting us in the gathering and distribution of live poultry, and, if we are big enough for this task, let us get to it, the quicker the better. Let us stop our slinging mud at each other and get down to a common, horse-sense, business proposition. Let us get hold of the proposition by the head, not by the tail, and work it out honestly and from an absolutely unbiased view, for no proposition is impossible. The only thing that is impossible is to build three houses in a row without putting one in the middle. Everything else is possible, but it is only possible if we work together. Working apart, as we have been doing in the past, will never get us anywhere.

"In conclusion, I want to say a few words about the new feeding regulations. I find that all the good, reliable, hard-working car men have exactly the same good results as before, and all the loafers have exactly the same bad results. Every man knows that the one stepping stone to continued success is to surround yourself with the proper kind of help, and this rule applies particularly when hiring car men."

#### POULTRY MOVING WELL.

One hundred cases of eggs per week are reported as receipts by Ozark Poultry and Egg Company, Fayetteville, Ark. The quality is very bad. They are getting 17,000 pounds of poultry a week and a few spring chickens.

#### STEW THE ROOSTER, TOO.

The produce department of the Bardills Highland Cash Store, Inc., Highland, Ill., dress and dry pack the year round and ship in carlots only. They have a refrigerating plant. "We have been urging farmers to sell their surplus cockerels; in fact, we advertise 'Swat the Rooster Now.' Our egg receipts are running from 125 to 150 cases per week. The quality is not good, due to the excessive heat. Hens have been moving on account of the high price. We are getting from 5,000 to 8,000 pounds of poultry per week, including spring chickens."

#### ENCOURAGED ROOSTER SALE.

"In an attempt to induce farmers to sell their surplus roosters," writes S. A. Ward, Washington, Ind., "I paid higher prices for them last month. It is my opinion that 60 per cent of the hens that will be sold have been marketed. My poultry receipts are about 1,000 to 1,500 pounds per week; my egg receipts, 300 cases; my chicken receipts, 1,000 to 1,500 pounds. Spring chickens are moving about two weeks earlier than usual. The warm weather is beginning to affect the quality of eggs." He has added an additional cooling room, as well as a feeding room.

Bert Goreham is buying live poultry at Brooklyn, Iowa.

### Classified Ads.

Rates, 10c per word per issue—an economical and efficient means of selling or buying anything of interest to the trade—or of finding positions or securing needed help.

**WANTED**—Man to act as foreman in egg and poultry business. Must be firstclass man and understand the business thoroughly and be able to do buying of eggs and poultry. Will make a good man a good proposition. None other need apply. Address A90, care The Egg Reporter.

**FOR SALE**—Will sell all or retain half interest in fine egg and poultry business. Applicant must have plenty of money and passable references. Any others need not apply. Address A-88, care of Egg Reporter, Waterloo, Iowa.

**FOR SALE**—40 acre poultry farm; 4 miles from Dyersville; good buildings; price, \$175 per acre. James Brunkan, Dyersville, Iowa.

# Coal Shortage and Strikes

are making it necessary for feeders and shippers of poultry to ship an unusual amount of live cars, because of the fact that they hesitate to kill fowls and dress them for their refrigerating plants when it is not known how long they will have fuel to preserve them.

We appreciate the fact that your turn-over, on account of prevailing conditions, will be slow, and we want you to order your requirements for immediate shipment and allow us to grant you extended dating to suit your convenience.

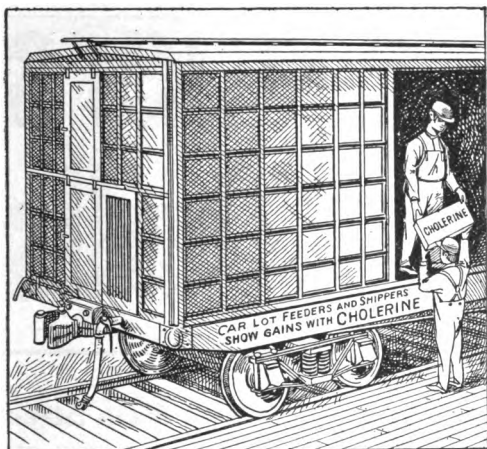


Photo of one day's shipment bulk and concentrated Cholérine.

Please remember, whether you milk feed, use dry feed or soft mash, you cannot afford not to use Cholérine at all times. There is no question as to your obtaining noticeable gains if Cholérine is used **IN ANY MANNER OF FEED** as well as in drinking water given fowls.

## Germo Magic Lice Killer

A very powerful insecticide, used by a great many poultrymen to rid their premises of mites, lice, and other insects.

Ask for special quotations on these splendid products

## Germo Carboline

No better general disinfectant made, and is commonly used by most poultrymen with satisfying results.

**Germo Manufacturing Company**  
**Germo Building      St. Louis, Mo.**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

**Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

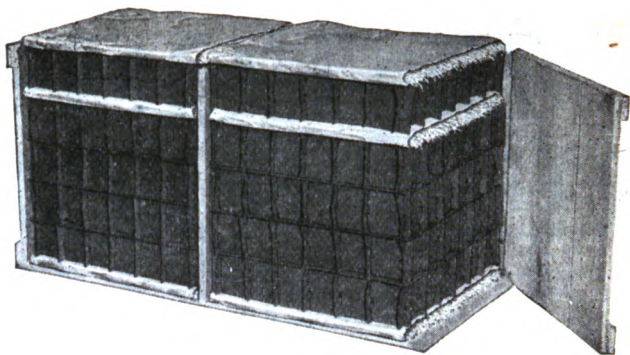
Vol. XXVIII

SEPTEMBER 20, 1922

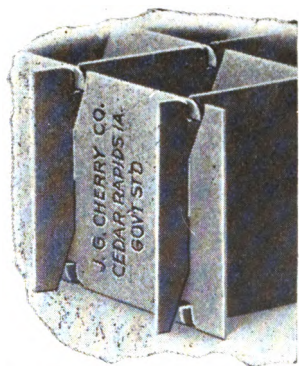
Number 7

*And now you are to  
say it this way—*

Two eggs  
per day  
will clean up  
the lay—and  
more, too.



# "Cherry" Double-Lock Egg Case Fillers



in connection with the proper packing with excelsior pads (preferably six, as shown) hold each egg in a firm, cushioning grip that saves them from self-destruction.

These fillers are made of a stout, tough, hard-calcined

stock—the special product of our own mammoth strawboard mill at Tama.

Read what shippers say about safeguarding eggs by proper packing.

## Experiences

of prominent shippers in saving breakage by the scientific packing recommended by the railway and express companies.

### SIX PADS PAY

Extracts from answer to letter from committee on Freight Claim Prevention, American Railway Association, Chicago.

"We have been using six pads to the case in the packing of eggs for two or three years and find it quite an improvement over four pads. The cost is more than overcome by lack of damage."—Marshalltown Products Co., Marshalltown, Iowa.

"We have been using six excelsior pads per case for several years and find that they carry, when so packed, in very good condition."—Iowa Grain & Products Company, Burlington, Iowa.

"The six-pad method is the proper way, as it eliminates the shift of the upper filler where the greatest breakage has always been, and eggs being broken in the filler would then run down and soften up the lower ones. In the past two seasons, and so far this year, we have practically eliminated breakage in transit through our method of packing."—H. M. Noack & Sons, Arlington, Minn.

"We have used pads exclusively for the past two years and have done all we could to introduce them, insisting that eggs must be packed with excelsior pads in order to command the prices we are offering for them. If they are packed with any other sort of packing, they are subject to cut in price if any bad order is developed."—Bloomington Produce Company, Bloomington, Ill.

"We use six pads in packing all our eggs for shipment and have reduced our claims practically 100 per cent."—Anamosa Produce Company, Anamosa, Ia.

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII WATERLOO, IOWA, SEPTEMBER 20, 1922

No. 7

## NEW YORK EGGS.

AUGUST DEVELOPMENTS MUCH MORE FAVORABLE TO HOLDERS OF RESERVE STOCKS—ADVERTISING CAMPAIGNS APPEAR TO HAVE STIMULATED CONSUMPTION.

BY F. G. URNER.

During August the statistical development in the egg market was much more favorable to owners of the cold-stored reserve than it had been earlier in the season. In the first place, the production of eggs was apparently decreased materially in the central western sections by extreme heat; and the low prices prevailing at interior points during most of August undoubtedly led to a material increase in consumption at interior points. As a result the receipts of eggs at all the leading large consumption markets fell much behind (183,691 cases) those of August, 1921.

Furthermore, early in August a concerted movement was started by trade organizations, assisted by governmental departments, to stimulate a greater consumption of eggs on the ground of their relative cheapness and high food value. Governmental forces were drawn into this campaign upon common sense grounds. It was known that during the intense agricultural depression of 1920-1921 general farmers throughout the country had turned to egg production as one of the chief sources of cash revenue, and that a very large increase of production had resulted. Prices had fallen as a consequence and an unprecedented accumulation of reserve had been realized at a cost that made heavy losses probable. Governmental agencies were easily convinced that a maintenance of prices to producers at a profitable point could not be expected at the cost of losses to distributing agencies, and these would be avoided only by the stimulation of greater demands in consumption channels.

The advertising campaigns appear to have been quite effective. In the metropolitan district the trade output increased from a low point of about 107,000 cases in

week ending August 5th to about 156,000 cases week ending September 9th.

Between the comparatively light egg movement in August from primary points and the large increase in consumption, the August reduction of reserve was unusually heavy. At the four leading markets—New York, Chicago, Boston and Philadelphia—the reduction of storage stock in August was about 238,000 cases against 115,000 cases in August, 1921. And in the United States, according to the preliminary report of the Bureau of Markets, it was 639,000 cases against 395,000 cases last year. These increases in output were considerably greater in percentage than the increase of holdings, and they gave owners of reserve a more confident feeling. Late in August an increasing scarcity of high-grade fresh eggs forced a rapid and radical advance in prices for such, and storage eggs, which had previously in many instances been offering at heavy losses, were held more generally for cost or better. Fresh-gathered firsts to extra firsts advanced from a range of 24@29c August 21st to a range of 35@41c September 8th, and storage eggs, which had opened at 25c for refrigerator firsts in mid-August, went up to 28@30c with some sales of especially fancy packings reaching 31@32c.

Whether or not the trade output can be maintained on this higher level of prices remains to be seen, but it has been pretty well maintained during the first half of September.

There has as yet been remarkably little open market trading in storage eggs from first hands. In the Metropolitan district the jobbing trade has, as a rule, been disposed to work down their own holdings as rapidly as possible because of the heavy excess of holdings and the relatively low prices at which goods have been offered for future delivery. The free movement from the warehouses has been chiefly from dealers' own holdings, and sales on the wholesale market have been chiefly of smallish lots for immediate needs. While these have supported the current quotations—now 28@29c for refrigerator firsts

and 30@31c for extra firsts—it would be impossible to find prompt outlets for large lots at the outside figures, and during the past week the general tone of the storage egg market has lost some of its firmness, prices showing some recession.

The receipts of eggs at New York have lately contained a very small proportion of really fine, strong-bodied, fresh production. They include a good deal of held stock and of undergrade fresh and late-gathered eggs, all of which come in direct competition with equivalent grades of storage stock that have a value ranging chiefly 24@28c. If shippers take in these undergrade, fresh-gathered on anything like a cost equivalent to the value of really fresh eggs on this market, they will lose money pretty fast, for this condition of widely ranging values is pretty sure to continue.

The authorities in New York, chiefly agents of the health department, are becoming active in a crusade to enforce the sale of storage eggs as such, which is required here under the New York state law. There are many reasons for which this law is unwise and harmful to the public interests, especially since there are as many different and inferior qualities of non-cold-storage eggs as there are of those that must be branded, and the public is concerned only with quality for general satisfaction. But, when cold-stored eggs must be branded as such, dealers are prone to include in the stock offered as such all the undergrade, fresh-gathered eggs—a practice which, in my opinion, is more reprehensible than the sale of good storage eggs without designation. If New York dealers are compelled to brand storage eggs as such, we may expect an increasingly wide difference between prices of storage and fresh eggs.

New York, Sept. 17th.

### CHICAGO EGG MARKET.

POOR QUALITY OF CURRENT RECEIPTS.  
OCCASIONED BY HOT WEATHER,  
DROVE TRADE TO STORAGE STOCKS  
—SHORT-HELD STOCK WELL MOVED  
—MUCH INTEREST IN FUTURE  
STORAGE MOVEMENT.

Following our last report the tone of the egg market continued to improve and prices to advance. The advance on fresh was more rapid and more decided than that on storage. At that time, best candled

fresh eggs were selling at 23½@24c. The price for this grade advanced rapidly to about 31c, storage following, but more slowly. The gap between the two widened as the market progressed. When the price of fresh reached 31c the best Junes were selling at 24½@25½c. The quality also of the fresh eggs began to recede with continued hot weather back in the country, all of which circumstances drove the trade from fresh to storage eggs, and, as is usual in such a case, when the change is once made, it is difficult to get back again on fresh. About the 7th, enough of the trade had deserted fresh eggs to cause some accumulation of them on track here. Trade became slow and dull, resulting in quite a considerable quantity of high-priced fresh eggs being moved from track to the storage house. Only within the last day or two has the demand for fresh sprung up again. The receipts in the country have continued to fall off and are now so small as to make it necessary to draw on these short-held eggs in storage in spite of the limited demand for fresh stock. The advance on storage eggs as represented by the quotations for future delivery carried Septembers and Octobers from 23½c and 24c, up to 25½ and 26c, and Novembers and Decembers from 25½c to 27½c. From that point the market showed almost daily fluctuations, Decembers having receded as low as 26¼c, closing today at 26¼c. Practically all the short-held stock, strictly speaking that is eggs in storage less than 30 days, has moved out. Julys also have been practically cleared and Junes showing good quality find a ready market at 24¼@25¼c.

Much depends upon the figures received from the government daily as to the movement of eggs out of storage in the four markets. This movement bears a definite relation to the general withdrawals over the country and is watched with considerable interest by the entire trade. During the last 20 days of August and the first 10 days of September the withdrawals were so much heavier than for the corresponding days of 1921 that considerable hope was felt of the eventual profitable clearance of our reserves, but during the last week the withdrawals have decreased and the heavier figures for last year make a less favorable comparative report. For a week or 10 days now the market has been slow. There has been some trading but

no advance in price and no particular life to any portion of the market. The report, which will be published by the Bureau of Agriculture tomorrow, covering withdrawals of yesterday, the 18th, will show a good daily movement again, practically 38,000 cases out, and 3,000 stored in the four markets, compared to a net movement out last year of 17,614 cases or a ratio of practically two to one. The more detailed government reports, particularly the daily reports, coupled with the movements of the future market, have kept the trade inclined toward selling whenever a reasonable price could be obtained, and is the best thing that could happen to the market. In order to clear the eggs now in storage it will be necessary to take advantage of every outlet offered each day. The market will be bound to have further soft spots, but it looks today as though it were in an up-phase, which will push the price for Decembers to  $27\frac{1}{2}$ c, or possibly a fraction higher.

It is estimated that, at the present time, the excess of eggs in storage is very close to 2,000,000 cases. We are not in the clear yet in the matter of finding an outlet for reserve eggs, but we have made a good start. We quote today as follows: Best graded fresh eggs,  $31\text{@}32\text{c}$ ; ordinary to good grades of fresh current receipts,  $24\text{@}26\frac{1}{2}\text{c}$ ; June storage-packed extras,  $26\text{c}$ . June current receipts showing good to fine quality,  $24\frac{1}{2}\text{@}25\text{c}$ ; soft quality refrigerator eggs, including some southern Aprils and Mays,  $23\frac{1}{4}\text{@}24\text{c}$ ; good to fine trade eggs,  $22\frac{1}{2}\text{@}23\frac{1}{2}\text{c}$ .

The market for future delivery, which reflects with some accuracy the ideas of values for the months named, closed this morning as follows: September,  $25\text{c}$ ; October,  $25\frac{1}{2}\text{c}$ ; November,  $26\frac{1}{4}\text{c}$ ; December,  $26\frac{1}{2}\text{c}$ .

The final definite figures of stocks in storage September 1st, just released as this goes to press, are as follows: September 1, 1922, 9606,000 cases; September 1, 1921, 710,000 cases; excess, 1922, 2,396,000 cases.

Chicago, Sept. 19th.

#### PHILADELPHIA.

The better feeling visible in trade as a result of the coal strike settlement has been increased by the further improvement in the railway traffic situation with coal and favorable weather. The general opin-

ion is to go after business now! With the turn of business tide, prices again tend up, and both business man and individual will make more money by buying ahead rather than by following the more conservative policy.

Fine, strictly fresh-laid eggs were in light supply—not enough to meet the actual demand. Sales were active for extra firsts at  $39\text{c}$ ; firsts,  $37\text{c}$ ; seconds,  $22$  and  $26\text{c}$ .

The bulk of the stock arriving is of unattractive quality, more or less heat affected, and had to be placed in the lower grades. These low grades were very slow of sale, and, as a sale, had to go to the cheap buyers.

The storage situation is in good shape, sellers are anxious to make sales and are offering inducements to get the product into consumption. Sales are reported of extra firsts at  $28\text{c}$ ; firsts,  $27\text{c}$ ; seconds,  $26\text{c}$ .

Desirable live poultry was pretty well cleaned up at steady prices, but the trade generally was quiet. We quote: Fowls, fancy, fat, yellow-skinned, weighing 5 pounds and over,  $32$  and  $33\text{c}$ ; medium weights,  $25$  and  $30\text{c}$ ; White Leghorn fowls, as to quality,  $22$  and  $25\text{c}$ .

The market was quiet, but offering of desirable stock was well cleaned up, values were ruled steady.

We quote: Fowls, fresh-killed, dry-picked, in boxes, weighing 5 pounds and over,  $31\text{c}$ ;  $4\frac{1}{2}$  pounds,  $30\text{c}$ ; 4 pounds,  $30\text{c}$ ;  $3\frac{1}{2}$  pounds,  $26\text{c}$ .

Fowls, fresh-killed in barrels, 4 pounds and over,  $30\text{c}$ ;  $3\frac{1}{2}$  pounds,  $25$  and  $26\text{c}$ ; 3 pounds and under,  $23$  and  $24\text{c}$ . Broiling chickens western,  $32$  and  $35\text{c}$ . Spring chickens, 3 pounds and over,  $33$  and  $35\text{c}$ ; old roosters, dry-picked, large,  $19\text{c}$ ; spring ducks,  $24$  and  $25\text{c}$ .

#### CALIFORNIA REPORT.

Petaluma, Calif. Sept. 16.

To the Editor—Our egg market is firm. Ranch,  $46\frac{1}{2}\text{c}$ ; pullets,  $36\frac{1}{2}\text{c}$ ; pewees,  $23\text{c}$ . There is a good local demand. In addition, quite a few

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

eggs are going out of the state, the bulk of them to New York. Government reports show 25 carloads up to and including September 13th, three of which went to Arizona, one to Nevada, one to Alaska, one to Fresno, one to Texas, one to Los Angeles, balance to New York.

Australian eggs are being offered at 50c for November delivery, duty paid. Some seem to think them a good buy at this price. This is largely a matter of guess work, for, unless Californias go to 60c or better, the Australian eggs would make no money at 50c. While these eggs are good, they are a long time in transit and no better than if as good as a short-held egg.

Some say we have reached the low point in production, basing this opinion on the fact that the early pullets are beginning to lay. This will offset the decrease on account of hens molting.

Receipts are heavier than last year. For the week, 17,336 cases; same week last, 13,444 cases; two years ago, 10,569 cases. Storage holdings reduced for the week 8,240 cases; same week last year, 5,352 cases. Holdings last Wednesday, 199,871 cases, as against 174,735 cases same date a year ago. Eggs are coming out of storage much faster than they did a year ago. For the past five weeks withdrawals have been 28,245 cases as against 14,476 cases for the same period in 1921. Holdings in Oakland, 25,440 cases; same date last year, 20,587 cases. Los Angeles, 178,659 cases; last year, 127,330 cases. Portland, 54,624 cases; last year, 46,383 cases. Seattle, 40,673 cases; last year, 28,638 cases.

I think I had better give the dirty egg question a rest. My diatribes, although reproduced from THE EGG REPORTER in the Petaluma papers, have had no effect, or about the same as throwing water on a drowned rat. In talking with a producer two weeks ago, he said: "Why should I care? I get the same price for dirty eggs as I do for clean ones. Let the other fellow worry. Clean nests and dirty or clean eggs do not interest me." That is the whole situation in a nut shell. Buyers wash and scrub and sand paper and sand blast, and take losses on the dirty eggs, thereby ruining the quality. I had hoped that I might live to see the time when eggs would be bought on a quality basis, but I have given up hope, unless I should live to be as old as Methuselah.

In reviewing a business egg experience of almost 40 years, I find that there has not been the slightest improvement in the care and production of eggs in all that time. It is true that methods of handling have improved, but eggs are not one whit better, if as good, to-day, than they were when we packed in cut straw and shipped in box cars. The trade over the United States try to bamfozzle themselves into believing they are better, but the records of their egg candlers prove the falsity of such a belief.

Be it known that the suckers in the egg game are not confined to California. You find them in every state in the union where there is an egg buyer. Eggs and butter are the only two commodities I know of that are not bought on a quality basis from first hands. In most every respect we are the peer of any nation on earth. In the matter of eggs we are a thousand years behind the times. Supposing we copied Danish methods in the handling of eggs. How long would it be until we were producing the best egg under the sun? Will such a condition come about? I doubt it.

JOHN STEWART.

#### CANADIAN REVIEW.

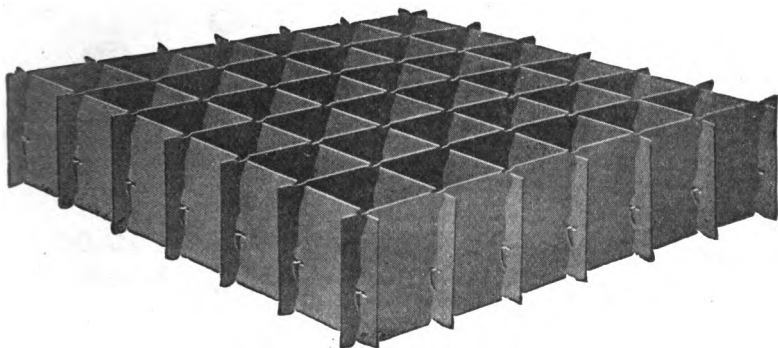
Production continues to decrease, and receipts of fresh stock are becoming very light in all provinces. Reports from Ontario country points, in most instances, say demand is keen and prices have made a further advance. Track shippers are paying from 26@28c and, in one case, 30c and they are making sales of graded firsts at 34½c f.o.b., cases free, and straight gathered at 28@30c f.o.b., cases returned. The usual seasonal complaints are being made by receivers of stale, held eggs being mixed with fresh-laid.

In British Columbia straight-gathered have advanced to 38c and in Alberta trade quotations on grade are: Extras, 27c; firsts, 22@25c; seconds, 15@17c.

Prices at consuming centers have changed but little during the week but a further advance is anticipated in fresh specials and extras. The movement of storage eggs into consuming channels is increasing, and, if cool weather continues, it will become general.

United States egg markets have shown little change during the week. Receipts of fresh have continued to decline, and the withdrawal

(Continued on page 15)



# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**  
**Total Space Cooled, 16,400,000 cubic feet**

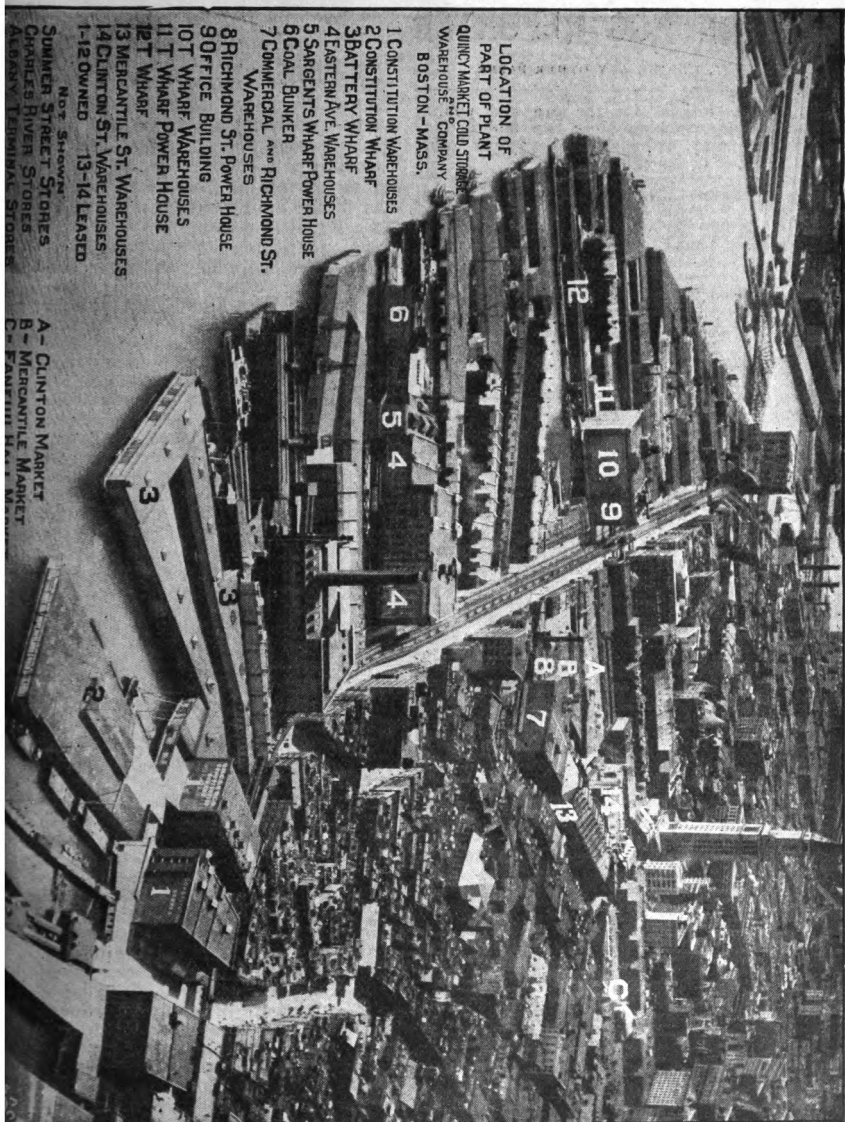
**Best Service for**

# EGGS BUTTER POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

## GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

## PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., SEPT. 20, 1922

## COMING EVENTS

October 25th and 26th—Oklahoma Poultry & Egg Association, Huckins Hotel, Oklahoma City, Okla. C. O. Smith, president, Anadarko; G. P. Foster, secretary, Hugo, Okla.

October 16th and 17th—National Poultry, Butter and Egg Association, Sherman Hotel, Chicago. H. F. Jones executive secretary, 208 North Wells street, Chicago.

November 1, 2, 3 and 4, 1922—National Association of Practical Refrigerating Engineers, Planters Hotel, St. Louis, Mo. Edward H. Fox, secretary, 5707 West Lake street, Chicago, Ill.

## ADVERTISING EGGS.

The advertising campaign in connection with eggs and butter, which was prepared for the Chicago Mercantile Exchange and cooperating exchanges in other cities, and which has appeared, is appearing and is to continue to appear in the metropolitan papers of the United States, has been of no little interest to THE EGG REPORTER.

For some time, it will be remembered by those who read these columns even casually, it has been the talk of THE EGG REPORTER that the industry has been all too reticent about letting the world know about egg values, their importance in the diet and the economy of their use as a food product. We have read a good many of these advertisements very carefully. They are well prepared, evidently state the facts after the manner of good authorities, and drop along with the argument for the use of eggs a recipe in which they can be used in a dish that will be appetizing and that is, possibly, somewhat new. Each advertisement carries the slogan, "There Is No Such Thing As a Substitute for Butter and Eggs." The other little slogan, "When You Leave Out the Butter and Eggs You Leave Out the Goodness," is also used to advantage in each advertisement. This advertising, we believe, will do a good deal toward putting butter and eggs in everybody's mouth.

The whole campaign, as it has been prepared by the Fred M. Randall Company, Chicago, seems to be comprehensive. There are 20 newspaper ads in the series, exploiting the value of butter and eggs from every angle. In addition to these are posters for dealers' stores and strips for their windows. All of these different pieces dovetail into one another and make a well balanced campaign. There are letters for dealers, jobbers, wagon men, etc., showing how they can cooperate in the movement.

As a rule, in the cities the co-operation of the food department and departments of a similar sort, though, perhaps, known by another name, has pretty generally been received. We have noticed objection on the part of one of these organizations, however, after its indorsement had been given, because the public demand, which we are inclined to credit to the running of the advertisement, picked up and this, evidently, also forced up the market somewhat. This bureau



seems to favor increasing egg consumption but not increasing egg prices.

Egg, butter and poultry dealers should remember that we are engaged in a tremendous business. They should remember, too, that there are innumerable food products on the market. They should remember that people buy the things that are properly and continuously presented to them in the right way. They should remember, as Fred Kimball was accustomed to say, "that the public's hide is as thick as a plank," and they should keep their business and their products continuously in the public eye in the right sort of way.

The time is coming—though we don't know just how soon this will be—when the people in the industry will see the point, and, from producer on up, perhaps lay aside continuously a little tax of a proper sort that will be used in exploiting the product of the industry from year to year. We would like to see the National Poultry, Butter & Egg Association as the instigator of this movement and this organization perfect its plan, on through the various trade bodies in the large centers, through the state associations and on down through to the local shippers and even the producers.

#### DAIRY COW AND THE HEN.

On the steady march toward national prosperity two farm animals are making the journey together. They are the dairy cow and the hen.

On the small farms the casual rural visitor cannot help but see that the major part of the income supporting the average family comes from the barnyard flocks and a few good dairy cows.

Although profits from dairying are much larger with respect to land, labor, feed and year-round production as compared to the farm flock, yet, as an incidental farm operation producing a good return, poultry keeping has become prominent in all sections.

When the National Dairy Exposition opens its gates October 7th, on the Minnesota State Fair Grounds, the first National Poultry Exposition will be held at the same time, under the management of the National Dairy Association, with Geo. W. Hackett as managing director.

Poultry fanciers and dairymen will join in a common effort to bring before the American public

the message of well bred poultry and dairy cattle at this dual exposition. Hens with high egg-production records are being entered from all parts of the United States and Canada. Separate classes are arranged for the principal breeds. More than 3,000 birds will be on display.

The decision to hold this poultry show and make it international in scope was reached after many conferences were held in the Twin Cities between poultry leaders of the industry centering in the Northwest.

Not only will live poultry be featured, but exhibits of market eggs and dressed poultry are being arranged for and every effort possible made to interest the buyer and shipper and packer of eggs and the poultry dresser and shipper as well as the poultry fancier, poultry breeder and the farmer and the farmer's wife, who profit so materially from the hen and her "fruit."

POULTRY workers figure that if all chickens sold from Ohio farms in a year were confined to small pens and fed a fattening mash for from 10 to 14 days the increased production of poultry meat would approximate 20 per cent.

"THE way to wealth is as plain as the way to market. It depends chiefly on two words, industry and frugality; that is, waste neither time nor money, but make the best use of both."—Ben Franklin.

"EGGS are universally available, conveniently stored and prepared, easily digested, and combine well with other foods in cookery," says the Purdue University's bulletin on "Eggs for Health."

A SALESMAN is a man who sells goods—at a profit.



When they are all dressed it is hard to tell an old hen from a chicken

# **Two New Poultry Crates**

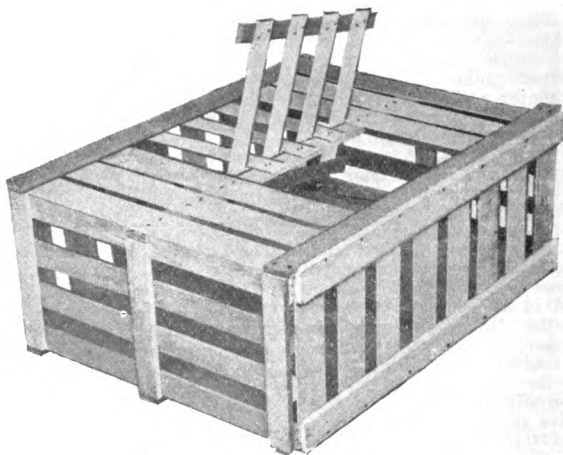
## **Built for Returnable Service**

## **Sturdy Construction**

## **Light Weight**

**"Set them up Right and  
they'll get there Right"**

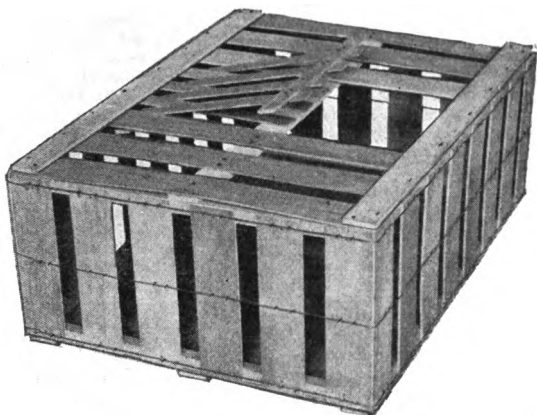
**"CHICAGO MILL"**  
**Interlocking Poultry Crate**



**Write for descriptive folder and price list.**

# The Super-Dreadnaught

## POULTRY CRATE



### Authorized Distributors

#### Illinois :

Altamont Manufacturing Co.,  
Altamont; Cairo Egg Case &  
Filler Co., Cairo; J. G. Cherry  
Company, Peoria; Quincy  
North Star Co., Quincy.

#### Indiana :

Indiana Board & Filler Co.,  
Decatur, Evansville, Vincennes.

#### Iowa :

J. G. Cherry Co., Cedar  
Rapids; Kennedy & Parsons,  
Sioux City; Waterloo North  
Star Co., Waterloo.

#### Minnesota :

J. G. Cherry Company, St.  
Paul.

#### Missouri :

N. A. Kennedy Supply Co.,  
Kansas City; Chicago Mill and  
Lumber Company, St. Louis.

#### Nebraska :

Kennedy & Parsons, Omaha.

#### Oklahoma :

N. A. Kennedy Supply Co.,  
Oklahoma City.

#### Ohio :

Indiana Board & Filler Co.,  
Urbana; The Urbana Egg  
Case Co., Urbana.

#### Pennsylvania :

Chicago Mill and Lumber Com-  
pany of Pennsylvania, Harris-  
burg.

#### Tennessee :

Chicago Mill and Lumber  
Company, Nashville.

#### Virginia :

Bristol Seed and Grain Co.,  
Bristol; Chicago Mill and  
Lumber Company of Pennsyl-  
vania, Roanoke.

## CHICAGO MILL AND LUMBER COMPANY

General Offices

Conway Building, 111 W. Washington Street

CHICAGO

## Egg Nog—Some Shoemaker Stuff

There has been so much talk recently about business being so poor that we sent a representative out to interview people in the various lines of trade, industry and profession. The first person interviewed was an artist's model, who admitted that she was just making a bare living. "Business is dull," remarked the scissors grinder. "Looking up," declared the astronomer. "Dead," said the undertaker. "Fine," said the judge. "Quiet," said the bootlegger. "Looking better," said the beauty doctor. "Fair," said the street car conductor. "Rotten," said the egg man. "Pretty soft," said the mattress maker. "Light," said the gas man. "I have seen the wurst," said the butcher. "Hard to beat," said the bass drummer. "Just sew, sew," said the seamstress. "Bum," said the hobo. "Looking brighter," said the bootblack. The preacher, who was the last one seen, admitted that he was working to beat the devil.

Some wise gink has figured out—or says he has—that an average human body, plus the water in it, contains fat enough for seven bars of soap, iron enough for a medium sized nail, sugar enough to fill a shaker, lime enough to whitewash a chicken coop, phosphorus enough to make 2,200 match tips, magnesium enough for a dose of magnesia, potassium enough to explode a toy cannon, sulphur enough to rid a dog of fleas. This whole collection is worth 98c, and that in a day when things are three times as high as they used to be.

An old Irish lawyer who won many jury cases explained the reason thus: "First I tell 'em what I'm going to tell 'em. Then I tell 'em. And then I tell 'em what I told 'em." Which reminds us of what the late and lamented Fred Kimball used to say, which was: "Boy, remember, my boy, that the public's hide is as thick as a plank."

The time of day I do not tell as some do, by the clock or by the distant chiming bell, set on some steeple rock; but by the progress that I see in what I have to do. It's either done o'clock to me, or only half-past through.

A citizen drove up to the curb on a city street and got out of his car—a none-too-good-one—when a youth spoke up with "Watch your car for a nickel, sir." "Beat it, boy," said the citizen, "this car won't run away." "No," replied the youth, "but I could tell you when it starts to fall to pieces."

The sign in a western sawmill—"Shut up; think; work; produce"—may be a bit brusque, but there's quite a bit of good sense in it, too. There can be little, if any, thinking until a man "shuts up;" no work until he thinks; no production until he works.

There is a priceless ingredient in every article that's worth buying. And that priceless ingredient is the honor and integrity of the man or the firm that made it.

The New York American quotes: "Reading maketh a full man." And then adds "This probably refers to one of the best cellars."

Shew me thy ways, O Lord: teach men thy paths. Let integrity and uprightness preserve me: for I wait on thee.—Psalm 25: 4, 21.

Working for the boss is a way to make *some* money. Working with the boss is the way to make *good* money.

Getting there first is fine, but keeping in the lead after you get there is equally important.

Now why don't they sing it: "We've been shirking on the railroads?"

Pep is what wears out shoes before the seat in the trousers have been "set out."

If a man makes a nut of himself he shouldn't kick about folks occasionally taking a crack at him.

Some people may be too dignified, but not one was ever too courteous.

We heard of a baker once who didn't wrap his bread—he said—because the wrapper got so dirty he was ashamed to sell it.

## CANADIAN REVIEW.

(Cont. from page 6)

als from storage have been comparatively good. The sentiment, however, is nervous, owing to the enormous stocks in the coolers.

The poultry market remains about the same. Receipts are gradually increasing, but so far there has been no surplus over immediate consumptive demand. Outside of a few broilers there has been no movement into the freezers. Dealers say the situation is so uncertain as to the future that they believe it unwise to pack for storage until prices reach lower levels. In the past, large quantities of live poultry have been exported to the United States from this country. If the proposed duty on live poultry is put into effect by the United States government, that outlet will be practically closed to Canadian poultry and other outlets will have to be found for our surplus. It is the opinion of some dealers that the British market is our only hope. If this is the case, our surplus will have to be packed to suit the British requirements and at prices to meet the competition on that market. Receivers are complaining of the large amount of thin, unfinished stock arriving. It would be well for shippers of poultry to bear in mind that the British market will only take well finished stock, and it must be properly packed.

United States receipts of fresh-dressed poultry show a slight increase. Demand is fair at about 1c decline. Frozen poultry of good quality is about cleaned up, and for what is left the market is irregular. Receipts of live poultry are on the same heavy scale but with the demand from the Jew trade for their holidays, sales have increased. Fat fowls are wanted and selling at firm prices. Other varieties of poultry and thin fowls are barely steady. Live poultry shipped to Buffalo from Western Ontario brought the following prices, delivered: Chickens, heavy 28@30c; medium, 24@26c; light, 22c; fowls, heavy, 24@26c; light, 22c; ducks, 22@25c; cocks, 20c.

Cables from Great Britain recently received report further improvement in that market for eggs. Two cars of Canadian fresh firsts which arrived there on consignment were sold at prices that just about let the shipper out. Several cables were received by exporters here during the week, mostly asking for firm offers. One cable offered 17

shillings, 6 pence, c.i.f., for fresh firsts, which was not considered. A number of cables have been sent by Canadian exporters offering storage firsts, prompt shipment, at 20 shillings, c.i.f. This price figures out in Canadian funds at 41c, f.o.b. Montreal. It is felt by some in the trade that considerable business will develop in the course of a few days at 20 shillings, c.i.f., for storage firsts.

No export business is passing, except in live poultry to the United States.

## GREAT BRITAIN SITUATION

A Liverpool correspondent, under date September 8th, writes as follows:

"The position of the egg market at present in England is decidedly firm, and several reasons for this can be given. The unrest in Ireland, especially in the south, has caused a considerable quantity of eggs to be put on the market during the past month, which were taken from the storage warehouses and brought over to England instead of being kept until October and November. These goods are now out of the way. Further than this, the export of eggs is still prohibited in Roumania, where it is understood large quantities of pickled eggs are waiting in tanks, and also the expected quantities of fresh eggs have not been allowed for export. It was fully expected that large shipments would have been on the way to England ere this.

"It is reported that severe restrictions on the export of eggs from Lithuania are about to take place.

"No doubt, as soon as weather conditions permit, we shall receive eggs from Canada and America, which, doubtless, will sell at a somewhat better price than appeared probable two or three months ago. At the same time, nobody has any great confidence in high prices, and already a few pickled eggs have been put upon the markets here, the holders being anxious to take advantage of any chance to sell at a payable price."

## CHICAGO POULTRY.

The poultry market here is holding firm and buying is just a bit ahead of the offerings. The demand is thought to be better this year than it was for this season in 1921, and a continuation of this feeling is anticipated. Consump-

tion is said to be at high ebb, partly because poultry is selling cheaper than meat, just now. Another factor entering into the demand is said to be the Jewish holidays. These fall on September 23d and 24th, and quite a little volume of ducks and geese are moving for that reason. The cooler weather has been favorable to the movement of poultry recently, with prices showing stiffness, and few concessions being made. The holders are not over anxious to force their stocks on the buyers, as the demand is sufficient to handle what stocks are on the market without any hard effort.

One condition which is confronting the poultry trade is the shortage of live poultry cars for shipments. It is said here that the eastern roads have been unable to return empty live poultry cars and this has caused a serious condition among the shippers, who are unable to consign their stock.

It is reported in Chicago that more than 500 live poultry cars are in the hands of the carriers east of the Mississippi river, and that, due to a shortage of locomotive power, the carriers have not been in a position to return these to place of loading.

Early this month the situation began to grow serious. Poultry for shipment is said to have piled up in western consignment points and the shippers were unable to dispose of stocks. In an effort to bring about some measure of relief, the National Poultry, Butter and Egg Association has taken the matter up with the American Railway Association, the Interstate Commerce Commission and the United States Department of Agriculture. There has been no announcement as to what methods will be followed to bring relief, nor as to when relief can be expected, but it is said that the American Railway Association is taking the matter up with the carriers and the Department of Agriculture is giving support to the National Poultry, Butter and Egg Association in its efforts.

The situation has been growing more serious right along. It is said here that some of the receivers, in an effort to offer aid to the condition which the shippers are confronted with, have suggested that they use other means of transportation in getting their poultry to markets. Some have suggested motor trucks where this means of

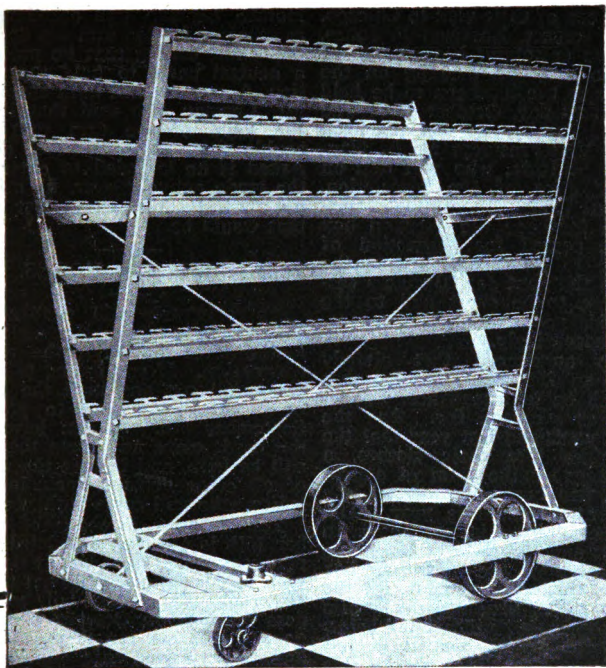
carriage can be used to any extent, while others suggest the use of express lines. Still others are suggesting the use of stock cars for the time being. All these suggestions are said to be made in the interest of the future business in the trade, and it is hoped that the shippers will take advantage of them where they possibly can, so as to avoid what might later develop into a serious congestion of poultry stocks when cars are available, and also avert a violently fluctuating market.

#### MARKET NOTES.

Irvin B. Cogle, head of the firm of Cogle Brothers, 150 West South Water street, Chicago, died at St. Luke's Hospital, after a sudden siege of illness, on September 9th. His death was sudden and startled his many, old-time friends in the trade. Mr. Cogle had been identified with the poultry trade in this territory for many years. For the past 20 to 25 years, he and his brother Dan have been operating the firm of Cogle Brothers, considered one of the leading poultry houses here. Prior to the advent of Cogle Brothers, the deceased was identified with the trade, handling order and commission business for the express companies. In that capacity he became known as one of the biggest dealers in poultry in this city. It has not been announced here what changes in the firm will take place, due to Mr. Cogle's passing, but business is going on as usual, with Dan Cogle in charge.

On the docket of the Southern Freight Rate Committee is a hearing scheduled for September 26th, to be held at Atlanta, Ga., when the establishment of live poultry rates from points in Georgia and Alabama will be brought up. It is proposed to establish rates from Amiston, Ala., and points in Georgia to eastern points, which will be the same as those in effect from Chattanooga, which represents a slight reduction.

Plans for the 16th annual convention of the National Poultry, Butter and Egg Association are beginning to take shape. The various committees to handle arrangements, such as entertainments, have been appointed, and the program is being made up. The convention, which will be held at the Hotel Sherman, is to be cut down this year, as far as possible, to give members of the national attending every opportunity to make as much



## DANLEY SURE-GRIP COOLING RACKS

### All-Steel—Heavily Galvanized

**A**N INDESTRUCTIBLE rack. There are no fingers to break. Provides quick, thorough cooling without repeated handling. This means many dollars extra profits to every up-to-date Poultryman.

**DANLEY** Coolers pay for themselves many times over in a single season because:

**Ample Clearance** for air circulation.

**Takes Little Room.** The 192-fowl size occupies only 36"x67" floor space, easily passing through any cooling room door.

**Perfect Drainage.** The birds hang head downward.

**Improves Your Grades.** Each fowl is in full view and grading is easy with little handling. Keeps poultry clean.

**Strongly Made.** All steel except casters. Heavily reinforced. Base, uprights and bars are hot galvanized, rust-proof and cleanable.

We have just completed a large factory addition, and can ship promptly out of stock.

Write for prices and descriptive catalog

## Danley Sanitary Manufacturing Co.,

Department "Y"

St. Johns, Michigan, U. S. A.

Western Representative: W. P. Kernan, 208 N. Wells, St., Chicago

as they can of their visit to Chicago. In this respect, Harrison F. Jones, executive secretary, has announced that the only set meeting on the program is the luncheon to be held on the first day, October 16th. The principal speaker at this luncheon will be Vice-President M. A. Haggensick of Iowa, who will talk on the activities of the association. President Klein will preside. During the luncheon the question box will be passed for suggestion of subjects to be brought up at the meeting the next day. Business sessions are to be short and to the point this year, with addresses selected accordingly.

It is announced that already more than 700 have signified that they will be in attendance. Badges are being arranged for. As the ladies complained last year that the big badges tore their clothes, a special badge, in the form of a neat brooch, has been selected for the female attendants this year. The ladies' committee is not ready to give out any information as to the activities they are pursuing but promise that, whatever it is, the Chicago trade, handling the affairs of the convention will not fall below their usual ability, and it is felt that they will set a new record this year.

The executive offices of the national association have been moved from the fifth floor of 208 North Wells street to the third floor. They will occupy the former office of Lepman & Co. Removal was completed the middle of this month, giving the association much more convenient quarters.

In an interview with Jesse Lepman, head of Lepman & Co., which rumor recently said had gone into bankruptcy, Mr. Lepman stated that the firm was financially embarrassed. The company has been carrying large poultry holdings in the warehouses, largely turkeys. The slump in the demand for turkeys put them in a tight financial situation, which Mr. Lepman said they could probably have climbed out of by continuing under borrowed money. Instead of doing this, however, the company, at the suggestion of the warehouse creditors, has discontinued current trading and is giving all its time to liquidating its poultry holdings for the purpose of satisfying creditor claims. The company will still maintain office space at its old address, where liquidation proceedings will be carried on. Mr. Lepman said that early in the proceedings

Horace Lepman was asked to act as receiver for the firm but declined this offer, stating that he preferred a neutral party to hold that position. A receiver has been appointed. Mr. Lepman also said that it was the hope of the firm that they could pay 100c on the dollar. Asked if he intended to enter into the trade actively later, he said he did, but did not know just when that would be.

## NATIONAL NOTES.

Approximately 700 members of the association have signified their intention of attending the annual convention. If you intend to come, please fill out and mail the postal card which was sent to you on September 5th. If you have lost the card, write and state that you will be here, and include the names of all other persons, including the ladies, who will come with you.

The noonday luncheon of October 16th is the only scheduled business session. (One free ticket to each membership—additional tickets at actual cost.) There will be business sessions on October 17th, but no set program for them. If you have any matter that you believe should be discussed at the Tuesday session, please send the subject of it to me at once, and arrangements will be made to suit you.

Treasurer Kelly says that if you have not yet paid your dues to please do so at once. Send your check for \$25 to avoid congestion at the convention. This will enable you to devote more time to your own personal business.

Persons attending the convention are entitled to reduced railroad fares.

## LIVE POULTRY CARS.

Extreme and serious shortage of live poultry cars. Situation desperate. All public agencies have been appealed to for help. If you are suffering from lack of cars, suggest you make an effort to use other available resources to avoid congestion later on, and violent price fluctuations. Let me know to what extent you have been able to get cars and what your requirements are.

## REFRIGERATOR CARS.

Refrigerator car shortage acute—due to greater demand for this kind of equipment than in any time in the past—heavier crops to move. All users of refrigerator cars should load to capacity, move at once and unload promptly.



Frank A. Horne, Pres.  
Alex. Moit, Vice-Pres.

Harry C. Lewis, Sec. & Treas.  
Frank L. Hawley, Asst. Sec.

# **Merchants Refrigerating Company**

**The best facilities in the greatest  
Markets for the storage of**

# **BUTTER**

**Warehouses of Modern construction, low  
Insurance, Unexcelled locations,  
Market and Superior service.**

## **NEW YORK**

17th Street and 10th Avenue Warehouse in the West  
Washington Market District, on tracks of the New York  
Central Railroad.

Downtown Warehouses in the heart of the Produce  
Trade, convenient to all Railroad Terminals and Piers.

## **JERSEY CITY**

Warehouses have track connection with all Freight lines.

## **NEWARK**

Warehouse adjacent to the Wholesale Market center.

**Main Office: 161 Chambers St., New York, N. Y.**

If you have in mind a good soul that you believe should belong to the Association, drop him a note and tell him to join. Send his name and address to this office and we will get the membership committee after him.

W. M. O'Keefe, ass't executive secretary, is sick in the hospital. Remember "Bill" in your prayers.

H. F. JONES, Executive Secretary.

## POULTRY AND EGG FIGURES.

The total value of poultry and eggs produced on farms in 1921 was \$943,000,000, according to estimates made by the United States Department of Agriculture. Of this total, approximately \$401,000,000 was for poultry, and \$542,000,000 for eggs. Production of poultry was 526,000,000 chickens and nearly 24,000,000 other fowls. Production of eggs was 1,837,000,000 dozen chicken eggs, and 6,000,000 dozen eggs from all other poultry.

The 1921 value of all poultry raised on farms in the United States was a drop from \$456,000,000 in 1920, and from \$417,000,000 in 1919. The decline in value from 1920 to 1921 was due to the fall in price per fowl, and the increase in value from 1919 to 1920 was due to larger production and an advance in average prices. The average value per chicken raised in 1919 was 81.6 cents; in 1920 it was 86.5 cents and in 1921 it was 71 cents.

The total value of poultry raised in 1921 is made up as follows: Chickens, \$373,500,000; turkeys, \$12,900,000; geese, \$7,000,000; ducks, \$4,900,000; guinea fowls, \$1,900,000; pigeons, \$1,400,000.

The chicken eggs produced on farms have a considerably higher value than the chickens raised. The estimated value of chicken eggs in 1921 was \$539,000,000; in 1920 it was \$760,000,000 and in 1919 it was \$679,000,000. For egg production of all kinds of poultry, not including pigeons, a value of \$542,000,000 is estimated for 1921; \$765,000,000 for 1920, and \$683,000,000 for 1919. In 1921 the average price of chicken eggs throughout the entire United States was 29.3 cents per dozen; in 1920 it was 44.4 cents, and in 1919 it was 41 cents.

The 1921 estimates for chickens and eggs produced are based upon 1919 census figures. It is also pointed out by the department that there is a large production of poultry and eggs not on farms.

## NEW EGG-BREAKING PLANT.

The Moravia (Iowa) Union publishes the following concerning R. W. Winsor's activities:

"R. W. Winsor's produce house has taken on increased activity of late when the egg breaking plant was opened for business April 10th. This plant is strictly sanitary and newly equipped. At present it is working 15 people, 12 of whom are girls, but it is equipped for 24 girls.

"They are breaking about 300 cans per day, a case of eggs filling one 30-pound can. The eggs are frozen solid in new sharp freezers which carry temperatures from the freezing point to 10 degrees below zero. After thoroughly freezing, shipment is made in carload lots of 1,000 cans to a car, to the east, the cars being furnished with crushed ice and salt to hold temperature. The latter part of this week they will be separating the whites from the yolks and making grades as follows: Whole or mixed eggs, whites of eggs, yolks of eggs. These eggs are used in high-class hotels, restaurants and bakeries. The egg-breaking department is under the supervision of an experienced man from Chicago.

"This is something new in this part of the country; so far as known, the nearest egg breaking plant is in Kansas City.

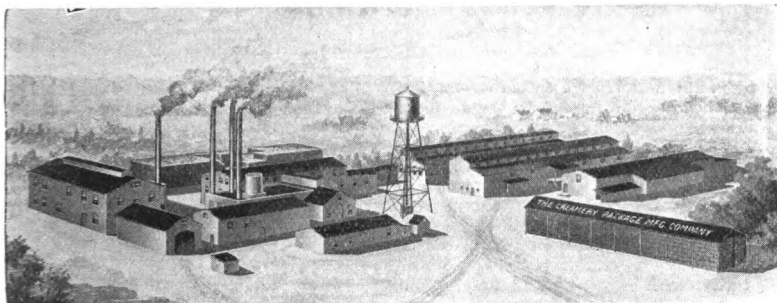
"The eggs used are checked, dented or dirty, and all of them are closely candled before being used in the breaking room. The eggs are broken into plain glass trays with handles, after which the girl breaking is required to smell the tray to ascertain whether or not any egg is musty or what is termed in eggology a "hay egg." One egg of this kind will turn 30 dozen broken eggs bitter and unfit for use.

"From two to five wagon loads of egg shells accumulate daily, which, at the present time, are given to farmers for fertilizer, but later it is understood they expect to put in a dryer to commercialize this product."

## GOOD POULTRY CROP.

"I have been out of the shipping business for over two years," advises J. Ed Robinson, Marysville, Ohio. "I store some eggs in the spring and trade to a certain extent. Fresh eggs are scarcer than usual in this locality. The poultry crop, however, seems to be larger."

# A GREAT ORGANIZATION Behind CRESCENT Fillers



The Creamery Package has built a large, efficient organization around the champion Crescent Egg Case Filler.

An important unit is the Crescent plant at Coffeyville, Kansas, devoted exclusively to the manufacture of fillers. Situated as it is in the heart of the great Kansas wheat belt, an abundance of clean, sweet Kansas prairie straw is always available.

Then there is the group of experts and workmen at the plant. Their efforts have been concentrated for many years on one ideal—to make the best egg case filler possible. Every minute detail in the construction of Crescent Fillers has had their careful study.

The large **CP** sales organization brings Crescent Fillers to you “direct from the manufacturer” efficiently, and at low cost.

Here's a list of the branches from which you can obtain **CP** Service on Crescent Fillers. Wire or write the nearest one for a rush order in any quantity.

## The Creamery Package Mfg. Company

1408-10 W. 12th St.  
Kansas City, Mo.

113-15-17 S. Tenth St.  
Omaha

61-67 W. Kinzie St.  
Chicago

406-8 Sycamore Street  
WATERLOO, IOWA

318-20 Third St. N.  
Minneapolis,

### "WAY BACK WHEN."

JACOB F. MILLER CALLS ATTENTION OF THE TRADE TO SOME MATTERS THAT WERE LAUGHED AT ONCE, BUT CONSIDERED GOSPEL TRUTH NOW, AND TO OTHER MATTERS THAT THOUGH OLD ARE PRACTICED ALL TOO LITTLE.

Jacob F. Miller, of Bickel & Miller, 322 South Front street, Philadelphia, and who is also egg inspector of the Philadelphia Produce Exchange, comments, in a letter to THE EGG REPORTER, upon an article on Indiana "rooster week," saying:

"That article is interesting to me, but not enough is said to the farmer, who produces the egg.

"Away back in the 60's my father was the first egg shipper in Virginia. He kept a country store and, besides, had poultry, cattle, hogs and horses. In 1869, when I left school in Baltimore and went home to work, I tried various experiments, and especially with eggs and poultry. We found that it was not necessary for the rooster to be with hens, except for the one purpose of hatching. We tried a pen of hens without roosters with them, and they laid eggs right along. We found by various tests with infertile and fertile eggs that the latter always rotted and the former would not rot.

"About 36 years ago, when I used to attend the Ohio and Indiana conventions, and when I would suggest to the egg shippers to educate the farmers to discard their roosters and to get rid of them as quickly as possible after the 1st of May, I was laughed at, and my suggestion was ridiculed. But, several years ago, when the agricultural department at Washington tried the experiment, and found it was possible to produce eggs, and better ones, by discarding the rooster, they advocated the separation, and, of course, that was the authority.

"As soon as we strike warm weather in any egg-producing section, the roosters should be disposed of quickly if we would save thousands of eggs all through the hot weather.

"Every month of March I have a case of infertile eggs sent to my house and my family and I use them clear up to the first week in June and don't have to candle them or throw any away. I have now at home eggs kept from the 27th of March in the original case from the shipper and had two for breakfast this morning.

"Another thing that I have advocated for years is for all egg shippers to insist on having eggs packed in the fillers with the small end down, the year around, and especially for storage eggs. Thousands of egg men don't know that the yolk floats at the top in a good egg, and when eggs are standing on the butt the yolk is contracted and in time fastens itself to the shell, and that lowers the value of the car on shipment. Enough said."

### CHICKEN CROP HEAVIER.

"We only ship poultry during the holidays," write John V. Kisker & Co., Cincinnati, Ohio. "We do not dress poultry for our local trade. Our receipts are 12,000 pounds per week and our egg receipts are 300 cases. The quality is running very poor. Farmers are not, we find, selling their poultry very readily just now. Prospects are good for a larger chicken crop than last year's, although we estimate that the turkey and duck crop will be an average one."

### SOME KINDS SHORT.

H. V. Smoots, Mt. Vernon, Ohio, says that he expects his poultry shipments to run about the same as usual, that he believes the chicken crop will be the same as last year's and that there will be less turkeys, ducks and geese. His chicken receipts are 90 coops per week. He is also getting 100 cases of eggs, which is about the usual quantity for this time of year. The quality is running fair.

### INSTALLED BATTERIES.

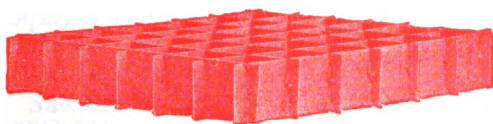
R. R. Fenner & Son advise that they have built larger feeding batteries in their plant at Batavia, Mich. They are shipping live poultry and expect this year's crop to be normal. Egg receipts are light. The quality is not running very good.

### MORE CHICKENS LIKELY.

J. E. Lainhart, Albany, Mo.: "The chicken crop will show an increase of 25 per cent over last year's. My weekly egg receipts are 25 cases, which is little different from what I was getting at this time last year. My shipments of live poultry for the next 30 days will run from 8,000 to 10,000 pounds."

# Pack Your Eggs Right

## USE



# Indiana Board and Filler Co.

Vincennes, Decatur, Evansville, Indiana  
and Urbana, Ohio

# A Better Buy B

- Dried by the Collis Process—Loses only th
- Put up in handy sacks—easy to handle.
- Saves in Freight—Keeps indefinitely.
- Contains 90% milk solids—3 times as mu
- Retains all the natural lactic acid of fresh
- The important vitamins are not destroyed

Prof. Philips, of Purdue Experiment Station, reports in bulletin No. 258 that Dried Buttermilk is as good or better than the liquid form. His experiments were on egg production and his results, therefore, are conclusive evidence of the feeding value of Dried Buttermilk.

**THE BEST DRIED BUTTERMILK**

"Dried Fresh"

**COLLIS PROD**  
CLIP

# Way To Buttermilk

i-condensed buttermilk.

lk.

Prof. Evvard, of Ames, Iowa, Experiment  
tation, reports that Dried Buttermilk is an  
excellent feed for pigs.

DE BY THE COLLIS PROCESS

ie Churn"

**TS COMPANY**  
**WA**



# WONDERFAT FEEDS

Are built for **YOUR BUSINESS** and with an intimate knowledge  
of your **EXACT REQUIREMENTS.**

**Shipping Feed for Live Shippers**  
**Station Feed for Milk Feeders**

**For Prices and Samples**  
**Write**

**V. R. COMBS,** Produce Exchange Bldg.  
KANSAS CITY, MO.  
**SALES MANAGER**

**WONDERFAT POULTRY  
FEED DEPARTMENT**

**ARCADY FARMS MILLING CO., Chicago, Ill.**  
**CLOVERLEAF MILLING CO., Buffalo, N. Y.**  
**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**  
**TRIANGLE MILLING CO., North Kansas City, Mo.**

**ALWAYS IN NEW BAGS**



## ROBBING THE ROOSTS.

It is claimed by a party at Farmington, Minn., that organized bands of chicken thieves in that state have caused losses of \$400,000 or more in the last year. "Chloroform or sulphur candles are used by the thieves to make effective their wholesale depredations," the gentleman says. And he suggests that poultry raisers unlimber the shotgun and protect their chickens.

This thieving may be hard on the fellows who raised the poultry, but the poultry, nevertheless, doubtless gets into the trade channels and is consumed by the American public just as if it had never been stolen.

## WRAPPING PAPER SIZES.

In a recent investigation made by Harrison F. Jones, executive secretary of the national association, it was found that the most popular sizes of wrapping papers for wrapping poultry were 15 by 15 inches for 2-pound broilers, 15 by 18 for 2½ to 5-pound, and a 16 by 22-inch piece of paper for 3½-pound or over. These sizes were found to be the most popular in general use by the trade here.

## LESS TURKS, DUCKS, GEESE.

C. A. Lane, Altamont, Ky., says that he is getting 10 to 15 cases of eggs weekly, that the quality is fair and that farmers are selling very little poultry, his receipts running from 4 to 10 coops per week. He figures that the chicken crop will be about the same as usual, that there will be 50 per cent less turkeys, 50 per cent less ducks and 75 per cent less geese than last year's crop.

## SOME HENS MOVING.

Dreyer Brothers, Aplington, Iowa, report that they are getting from 40 to 50 cases of eggs per week, which is about the same as they were getting at this time last year. The quality of eggs is good, and they find that there is an improvement, as compared with recent years.

## ABOUT THE SAME.

E. G. Fargo, Bay City, Mich., reports his egg receipts to be 100 cases per week, which is about the same as for this time last year. He does not handle poultry.



10,000 MILES OF SERVICE



# Poultry SHIPPING COOPS

**BUILT  
LIKE  
A STEEL  
BRIDGE**



**STRONG  
BUT  
LIGHT**

Not only the superior Shipping Coop, but the best for feeding purposes.

Do not confuse any ordinary wire coop with the "Steel Pyramid," which has stood the test for years.

Open mesh and pyramid shape provide the ventilation that saves cost of a coop in a season, through reduction of shrinkage of poultry in transit.

**United Steel and Wire Co.**

Department 4

Battle Creek, Michigan



### WORLD'S LARGEST EGG.

A. G. Philips, chief in poultry husbandry at the Purdue University Agricultural Experiment Station, La Fayette, Ind., has always been active in any movement which would bring the egg and the use of the egg as an article of diet more prominently before the consuming public.

Above you will find a photograph he sent us. It is a picture of a float that the Student Poultry Club recently put out in the Purdue circus. It is unique, to say the least.

The idea was to advertise the egg as "the universal breakfast dish," to show the number of eggs that the farmers actually eat in Indiana and to impress the people that eggs are a good food for children. The egg is 9 feet long and 6 feet high and in the top was placed a small table on which were large egg and breakfast dishes. Two little girls were seated at the table dressed in yellow. The entire color scheme was yellow and white, and yellow parasols were used because of the heat from the sun. The egg was in a nest of straw.

This is, undoubtedly, the largest egg in the world.

### NO TURKS OR DUCKS.

"The quality of eggs has improved," write Goodman, Hibbs & Co., Piedmont, Ohio, "and, therefore, naturally, there is less loss. We expect our shipments of live poultry to run from 75 to 900 coops for the next month. Our weekly receipts are 15 coops; egg receipts, 30 cases." They figure that the chicken crop will be 25 per cent less than last year's and that no turkeys or ducks will be marketed in their section this year.

### MAY EXPORTS.

In May, 1922, eggs were exported from the United States as follows: Bermuda, 1,920 dozen; to Canada, 298,129 dozen; to British Honduras, 90 dozen; to Honduras, 11,640 dozen; to Panama, 94,920 dozen; to Mexico, 1,204,188 dozen; to French West Indies, 1,194,423 dozen; to Jamaica, 360 dozen; to other British West Indies, 458 dozen; to Argentina, 25,000 dozen; to Far East Republic, 570 dozen.

### HENS MOVING.

"My egg receipts are 10 to 12 cases per week, which is about the same as I was getting at this time last year," writes A. R. Wilson, Allen, Neb. "Farmers are moving their surplus hens. I do not handle poultry."

### SELLING HENS.

Light receipts of eggs are reported by J. R. Nigh & Son, Alden, Ill., considerably less in fact, than they were getting earlier in the summer. The quality is good. Farmers are beginning to sell their hens.



## Once you know Fatena no substitute goes

**Y**OU just ought to read some of the letters from customers telling how they demand Purina Chicken Fatena. You'd be convinced that **Fatena** must be a money-maker. No matter where they locate, they stick to **Fatena**.

### *Mr. Barker insists*

This customer at Cherokee, Iowa, formerly at Columbia, Tenn., puts it this way:

"When they show me something that they say is good, I turn it down and say **GET FATENA**, and that settles it."

## Why Customers stick to **FATENA**

There are three outstanding reasons, every one of which is backed by records of competitive test after test conducted in poultry fattening plants—

- 1st. Better Daily Gains**
- 2d. Less Dressing Shrink**
- 3d. Less Cost Per Pound of Gain**

Let us send you the records from the feeders themselves, showing what Purina Chicken Fatena has done—what it will do in your plant.

### **Purina Mills**

984 Gratiot St., St. Louis, Mo.

Ft. Worth      Nashville      Buffalo

*Feed from the Checkerboard Bag*



## MORE.

Elba Lumber Company, Astico, Wis.: "We believe there are going to be 10 per cent more hens marketed this year than last year. We estimate that we will have 100 coops of poultry for shipment within the next 30 days. Our egg receipts are 10 to 12 cases per week, which compares favorably with receipts a year ago. Also, our poultry receipts are 30 to 35 coops per week."

## GOOD CROP EXPECTED.

"We truck our poultry to Sioux City and sell there," advise Mauritz & Johnson, Bronson, Iowa, "and are getting eight to ten cases of eggs also. The quality of eggs is keeping up very well. We expect this year's chicken crop to be one-fourth more than last year's. We do not think any turkeys will be sold, although we believe a few ducks and geese will be marketed."

## MORE CHICKENS.

"We are looking for this year's chicken crop to show an increase of 10 per cent," write M. Rothschild & Co., Brownsville, Tenn., "the turkey crop to decline 25 per cent and the duck and goose crop to be the same as the preceding year's. Five hundred pounds of poultry and 10 cases of eggs are our weekly receipts."

## SPRINGS ARE EARLIER.

"I have advocated that farmers sell their surplus cockerels," writes George Whall, Tolono, Ill. "My egg receipts are 50 cases per week, which compares favorably with what I was getting at this time last year. The quality is good. I am also getting 2,000 pounds of poultry per week."

## HENS MOVING.

Egg receipts of 125 cases are reported by A. S. Bell, Waterford, Ohio. This is 50 per cent less than he was getting at this time last year. Hens are beginning to move freely. He is getting 3,000 to 5,000 pounds of poultry per week. He will shortly install an ice and cold storage plant.

The M. J. Goodrich produce house, recently established at West Union, Iowa, has already begun shipping eggs in cartons.

## TALK OF BUILDING.

"We are getting 22,000 pounds of poultry per week," write Collins Produce Company, Mt. Vernon, Ill. Egg receipts are 525 cases per week. This shows an improvement, by one-half, over what we were getting at this time last year. As compared with recent years, the quality is good. We are contemplating building a much larger plant for 1923."

## USUAL RECEIPTS.

Edward J. Kuebver, Jasper, Ind., reports that in his desire to see farmers market their surplus cockerels he put on a "Rooster Week." Hens are not as yet moving well in his section. He is getting 15 to 25 coops of poultry and from 100 to 150 cases of eggs per week, this being about the same as for this time last year.

## LOOK FOR MORE.

Engleman & Co., Addieville, Ill., report egg receipts of 30 cases per week, which is 20 cases less than for this time last year. They are getting 20 coops of live poultry per week and expect to ship 100 coops within the next 30 days. They believe that the poultry crop will be larger this fall than it was last fall.

## SPRINGS WERE LATE.

Egg receipts of 400 cases per week are reported by J. L. Bretz, Huntington, Ind. This is more than for the same time last year and quality is fairly good. Farmers have been letting go of their hens and roosters. He is getting around 10,000 pounds of poultry a week.

## QUALITY IMPROVED.

W. F. Pausch & Son, Wapakoneta, Ohio, write that they find an improvement in the quality of eggs, as compared with recent years. Their egg receipts run from 100 to 140 cases per week.

## NEBRASKA VIEW.

C. O. Pixley, Ainsworth, Neb., expects his this year's chicken shipments to reach 200 crates and that there will be about 200 turkeys and 150 ducks marketed. He is getting about 10 coops of poultry now, but egg receipts are light.

**ADDED POULTRY EQUIPMENT.**

Peterson Brothers, Clinton, Iowa, with branch houses at Oxford Junction, Iowa, and Morrison, Ill., are getting 4,000 cases of eggs per week. They report quality to be keeping up well. From now on they expect the movement of hens to be good. Receipts of chickens are coming in about the same as for last year. Farmers are letting go of their roosters. "We have added," they say, "to our poultry equipment."

**FAIR ANYWAY.**

C. M. Dove, Angora, Neb., believes that the size of the poultry crop to be marketed this year will be fair and that this year's chicken, turkey and duck crop may be larger than last year's. He does not buy poultry. His egg receipts are light. The quality is fair.

**EGG QUALITY GOOD.**

The Empire Grocery Company, Albert Lea, Minn., does not buy poultry, but they are getting 10 cases of eggs per week, this being more than for this time last year. The quality is keeping up well.

**QUALITY IS BETTER.**

Carlton Chaney, Glenwood, Ind., reports that he has been doing all he can to persuade farmers to market their surplus cockerels. He is getting 10 to 20 coops of poultry and from 75 to 80 cases of eggs, which is 10 per cent more than his receipts for the same time last year. As compared with recent years, the quality of eggs is showing improvement.

**ABOUT THE SAME.**

F. Brayback, Auburndale, Mass., advises that the quality of eggs is good and that it is showing improvement over recent years. He is getting 20 cases of eggs per week, which is practically the same as he was getting at this time last year. He does not buy poultry.

**LESS TURKEYS.**

"We are getting from 6 to 10 coops of live poultry per week," write G. A. Briggs & Son, Baraboo, Wis. "We look for less turkeys but about a normal crop of chickens, ducks and geese." They do not handle eggs.

## **THIRTY YEARS' EXPERIENCE IN THE**

# **EGG CASE AND FILLER BUSINESS**

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

## TO BUILD.

The consumption of poultry has increased, and the A. F. Kolb Company, Cincinnati, Ohio, figure that the size of the crop to be marketed this year will be 50 per cent greater than last year's too. They expect the duck and goose crop to be normal; the turkey crop, 33 1-3 per cent less; the chicken crop, 50 per cent more. Their poultry receipts are running about one car per week. They expect to ship four to five cars—mostly by express—of live and dressed poultry within the next 30 days. They are getting good receipts of eggs. The quality has been very poor, due to excessive heat, although there have been less black rots as compared with recent years. As yet, farmers do not seem to be moving their hens, and the receipts of fowls are only fair. "We have taken over our present location and intend to use the entire building. We will remodel it in the near future," they add.

## OKLAHOMA MEETING.

C. O. Smith, the president of the Oklahoma Poultry & Egg Association, who makes his headquarters at his place of business, Anadarko, Okla., advises us that they have changed the place of meeting for the convention of his organization and that the Third Annual Convention will be held at the Huckins Hotel, Oklahoma City, Okla., October 25th and 26th.

This is one of the newer and very successful organizations of poultry and egg shippers. W. C. Sawyer of Lindsay is vice-president, W. W. Gentry of Marlow is treasurer and G. P. Foster of Hugo is secretary.

## GOOD CROP.

Armstrong (Minn.) Mercantile Company believe that there has been more poultry marketed this season than for a number of years, although they think that the turkey, goose and duck crop will be the same as last year's. Egg receipts are 15 cases per week, which is more than for this time last year. The quality shows improvement.

## TO BE LIGHTER.

I. W. Kimmel, Arapahoe, Neb., believes that the chicken, turkey, duck and goose crop will be lighter this year than usual. He ships live poultry.

## MORE CHIX.

M. B. Brown, Altamont, Ill., writes as follows: "My egg receipts are now 70 cases per week, which is about the same as for this time last year. However, preceding the middle of August, receipts were 50 cases more weekly. Farmers have been marketing their surplus hens. My poultry receipts are 3,000 pounds per week, and I expect to ship from 8,000 to 10,000 pounds of live poultry within the next 30 days. I figure that the chicken crop will be 10 per cent more and the turkey, duck and goose crop less than last year's."

## HEAVIER.

Bonness & Dippel, Archer, Neb., report egg receipts of 15 to 20 cases per week, which is about the same as for this time last year. They are shipping 500 to 1,000 pounds of live poultry per week and find that farmers are selling their surplus poultry now. They believe that the turkey, goose and chicken crop will be heavier than last year's but that there will be less ducks marketed.

## BARTER IS RECOVERING.

R. H. Barter, of the sales department of the Chicago Mill & Lumber Company, well known to the egg and poultry shipping trade, was recently taken suddenly ill, sent to a Chicago hospital and operated on for appendicitis. He was in a serious condition for some days, but is gradually recovering.

## AFTER THE ROOSTERS.

Jarodzki & Co., Mt. Vernon, Ind., report that, in an attempt to induce farmers to sell their surplus roosters, they celebrate each year "Purdue Rooster Week." "If the price holds up," they say, "we believe the farmers will begin moving their hens. Our egg receipts are 400 cases per week, which is 50 cases more than for this time last year. The quality is good. We are getting around 15,000 pounds of poultry."

## FROM MICHIGAN.

Seventy coops of chickens and 50 cases of eggs are being received weekly by T. Harrison & Son, Adrian, Mich. They say that the quality of eggs is better than it has been for a number of years.

## ABOUT THE SAME.

A. Wilbrandt, Algonquin, Ill., writes that he looks for the chicken, turkey, duck and goose crop to be about the same as last year's. As yet, farmers have not moved many hens.

## MINNESOTA VIEW.

LaMars Brothers, Akely, Minn., say that they probably will ship around 800 pounds of poultry during October. Egg receipts are light.

## RECEIPTS LIGHT NOW.

The Algona (Wis.) Farmers' Cooperative Company believe this year's chicken crop will be about the same as last year's. Their poultry receipts are running very light.

## BIG SEASON IN EGGS.

Up to August 25th the Woldum Produce Company, Decorah, Iowa, reported having shipped 60 cars of eggs so far this year. They were all shipped to Chicago. This is an important Iowa firm.

## LIGHT.

"Farmers are slow in moving their hens," report the Baldwin Mercantile Company, Ainsworth, Neb. They are only getting a few eggs, one-half less than they were getting at this time last year.

## LITTLE MOVING NOW.

J. F. Helm, Ashton, Iowa, reports the quality of his egg receipts as keeping up in good shape, but that farmers will not be moving much more poultry until later in the fall. Spring chickens right now are averaging about 3 pounds.

## USUAL CROP.

C. G. Moline, Argyle, Minn., although not handling poultry, expects the crop to be about the same as last year's. His egg receipts are small.

## KEEPING UP.

"I do not handle poultry," says C. A. Stafford, Altoona, Kan., "but I am getting 30 cases of eggs per week. The quality is keeping up well."

# A Real Bargain

One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

Egg Cases, Fillers, Excelsior Pads, Nails, Coops,  
Barrels, Etc.

## SHOWING THEM HOW.

The Missouri State Marketing Bureau recently made arrangements with the American Railway Association of Chicago for an egg loading demonstration and exhibit at St. Joseph, Mo. The Missouri Farmer's Association held its annual convention at St. Joseph August 29th to 31st. It is estimated that over 200 managers of cooperative egg-marketing exchanges and several hundred egg-producing members of the association were present at the St. Joseph demonstration. An expert loader and demonstrator was in charge of this car. The egg standardization exhibit shown at the State Fair at Sedalia accompanied the car. Carlot shippers and producers were invited to attend these egg-loading demonstrations.

On Friday, September 1, the demonstration, including the Missouri State Marketing Bureau egg standardization exhibit, was presented to Missouri and Kansas carlot shippers and producers at Kansas City. C. J. Aus, secretary of the Missouri Carlot Shippers' Association, cooperated with the marketing bureau.

The fourth egg-loading demonstration and exhibit was presented to Missouri and Illinois carlot shippers and producers at St. Louis on September 5th. H. H. Bergmann of St. Louis was asked to assist the marketing bureau in making arrangements for the St. Louis program.

It is very fitting that the American Railway Association and the Missouri State Marketing Bureau should join hands on these demonstrations and exhibits at a time when the Missouri State Marketing Bureau with a corps of 18 egg standardization specialists was putting on an intensive, state-wide egg-grading and standardization program under the slogan: "Make Missouri Eggs Better!"

Of course, the fact that they were "showing them" in Missouri doesn't necessarily mean that shippers elsewhere don't need the instruction.

## RECEIPTS. QUALITY GOOD.

O. I. Clevenger, Marion, Ohio, believes that within the next 30 days he will ship around 60,000 pounds of live and dressed poultry. His egg receipts are 500 cases per week and he reports that the quality is showing a great improvement over recent years.

## NATIONAL COMMITTEES.

At a meeting held Tuesday, August 29th, in the rooms of the Chicago Mercantile Exchange, committees were appointed to make preparations for entertaining members of the National Poultry, Butter & Egg Association who will attend the convention to be held October 16th and 17th at the Hotel Sherman, Chicago.

It was arranged to have a speaker of national prominence at the banquet to be given Monday evening, October 16th.

As a new feature it is proposed to hold a golf tournament Tuesday afternoon, October 17th, and the privilege is extended to any one point to enter one or more teams. Prizes will be furnished by Chicago members if it is finally decided to hold the tournament, and the decision will rest on how liberal the response is for such a tournament. T. F. Gallagher Jr. was appointed chairman of the committee to arrange this feature.

M. E. Nevins is chairman of the general committee; W. M. O'Keefe, secretary.

E. G. Erickson is chairman of the finance committee; George Caven, chairman of program and press committee; D. J. Coyne Jr., chairman of entertainers; H. H. Field, chairman of ladies' committee; E. I. Arminger, chairman of reception committee; J. B. Mitchell, chairman of banquet and hotel committee.

## EXPECT LARGER CROP.

F. X. Badura & Sons, Ashton, Neb., write that the farmers in their territory make a practice of selling their surplus hens around Thanksgiving and Christmas. They expect this season's poultry crop to be more than last year's. Their egg receipts are small, but about the same as last year's. The quality is good and shows an improvement over recent years. They only handle dressed poultry during the holidays.

## EXPECT BIG CROP.

"We look for more poultry to be marketed this year than usual," write the Argyle (Minn.) Mercantile Company. We do not buy poultry, but are getting 15 cases of eggs weekly, which compares favorably with receipts for this time last year. Farmers are selling a few hens."



**The TITE-PACK Will Stop Your Breakage---This has been Tried, Tested and Proven---**

**THE REASONS**

The Flap Prevents Shifting of Eggs in Case. The Filler Is Prevented from Buckling.

Same as Standard Filler. Your Men Will Handle Just as Many Cases Per Day

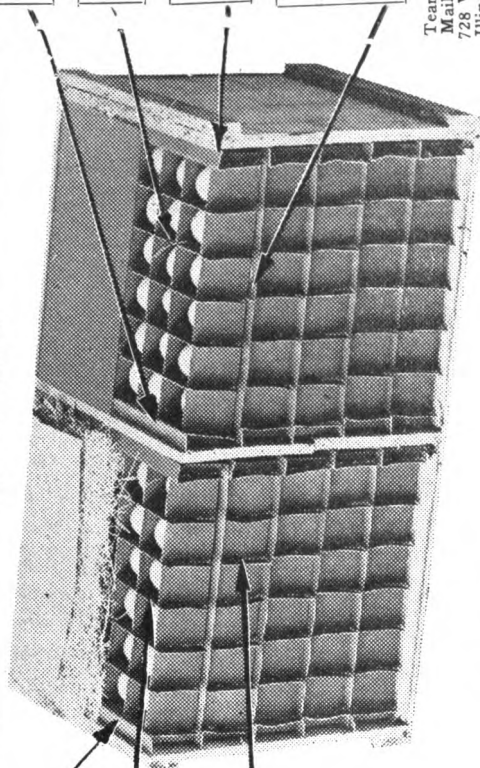
The Lock You Cannot Shake Apart.

The Flap Acts As a Support to Each Individual Egg Cell.

For Large Eggs, Use Our High Fillers. No Breaking on Ends.

This Feature Provides Extra Cushion for Eggs.

IT Has Been Conclusively Proven That It Is Absolutely Unnecessary to Use Extra Pads with the TITE-PACK.



Now ready for delivery.  
Prompt attention given  
large and small orders.

Tear Out Coupon Below and  
Mail to Tite-Pack Filler Co.,  
728 W. Madison St., Chicago,  
Illinois.

Eggs are arriving daily at Chicago and seaboard with no breakage

**TITE-PACK FILLER CO.**

728 West Madison Street  
CHICAGO

Please send me a sample of the TITE-PACK FILLER in a small egg case, FREE of charge to me. We use . . . sets per year.

NAME . . . . .

ADDRESS . . . . .

## DOING HIS PART.

## FOSTER'S NEW COMPANY.

Lafayette, Ind., Aug. 29.  
To the Editor:

I am enclosing a small leaflet which may be of interest to you. These are being distributed at the Indiana State Fair in connection with the exhibition which we have there to increase the consumption of eggs. We have on display the largest egg in the world, it being 6 feet high and 9 feet long.

We feel that eggs must be consumed heavily this fall in order to aid in removing from storage the enormous surplus we now have.

A. G. PHILIPS  
Chief in Poultry.

The leaflet referred to is entitled "Eggs for Health". Among other things, it says:

"Few foods are as nutritious, weight for weight, as are eggs.

"Vitamines contained in the fat of each egg yolk stimulate growth.

"Eggs—the only farm product produced in sealed package ready for consumer.

"Eggs have no substitute.

"Eggs are more nearly interchangeable with milk in nutritive value than is any other food.

"Egg yolk is rich in mineral matter and is an important source of iron in the diet.

"Eggs are a corrective food. They promote growth, and for this reason should have an important place in a child's diet.

"Eggs are rich in all elements which enter largely into the construction of muscle, bone, and blood.

"Do not deny any member of the family this nutritious health-building food.

"Eggs should be used to add food value, to give flavor, to improve texture, to serve as a leavening agent, to thicken, to give color, to make a crisp crust in frying."

To the above is added information as to why eggs spoil, instructions as to selecting eggs for "putting down," and an explanation of the use of water glass.

## FOURTH LESS CHIX AND DUX.

A. B. Clem, Bedford, Ky., reports that his egg receipts are running less than they were at this time last year and that the quality is falling off. "I estimate," he says, "that this year there will be 25 per cent less chickens, 25 per cent less turkeys and the usual duck and goose crop." He is getting 10 coops of poultry per week.

G. P. Foster and his associates have organized a new company with headquarters at Denison, Texas, to take over the White properties at Denison, Greenville, Wichita Falls and Gainesville. They have also taken over the Choctaw Produce Company, a new concern, and have applied for a charter under the name of G. P. Foster & Co. G. P. Foster is to be president and general manager. The directors, besides himself, are Pat Brennan, president of the National Bank, Denison; L. L. Shackelford, president of the State National Bank; J. E. Scott, president of the Security State Bank; R. W. Stoddard, president of the Citizens State Bank; Judge Neyland of the First National Bank of Greenville. Mr. Foster was formerly secretary of the Oklahoma Poultry & Egg Association.

## EXPECTS MORE CHICKENS.

C. H. Dickman, manager of the Kramer & Dickman Creamery Company, Minster, Ohio, reports that they are getting about 40 cases of eggs per week, which is about 25 per cent more than they were getting at this time last year. He found in September that there were a good many pullet's eggs. Otherwise the quality was good. They are selling the poultry they buy to carlot shippers in their territory. There will be about 20 per cent more chickens to market this year than usual, but farmers have just about quit raising turkeys, ducks and geese in his section.

## TURKS AND DUX AVERAGE.

W. H. Willis, Unionville Center, Ohio: "I am getting 30 cases of eggs per week, which is about up to the usual receipts for this time of year. However, the quality has been very poor, although showing a little improvement as compared with recent years. I do not ship poultry but sell it in Columbus and use a truck for transporting it. My weekly receipts are 10 to 15 coops. I look for the average crop of ducks and a few turkeys."

## MORE CHIX; LESS OTHERS.

Chas. C. Fronefield, Van Wert, Ohio, reports prospects for one-half the usual turkey, duck and goose crop, but about a third more chickens.

## LESS CHIX.

Gustav Beske, Atwater, Wis., says receipts of live poultry and of eggs are light, but, at that, somewhat more than he was getting at this time last year. Farmers are not disposing of their hens very readily just now. There will be about 25 per cent less chickens than we had last year, but turkeys, ducks and geese will run about the same, he believes.

## FARMERS MOVING HENS.

"We are shipping live poultry," advise Visser Produce Company, Bussey, Iowa, "and are getting 2,000 pounds per week, also 50 cases of eggs. Now that the laying season is over, farmers have begun moving their hens."

## SELLING HENS.

E. C. Hartz, Bay City, Mich., writes that the quality of eggs is very good. His weekly receipts are running from 40 to 50 cases. He is also getting 25 to 35 coops of poultry. Farmers are getting rid of their surplus hens, he finds.

## HEAVY ON TURKS AND CHIX.

W. C. Brewer, Alton, Mo., writes that he contemplates improving his plant next year, that he looks for a heavy turkey and chicken crop and that farmers are letting go of their surplus pretty readily now. He will ship around \$2,000 worth of poultry within the next 30 days. His egg receipts are 40 cases per week, which is about the same as for this time last year. Although the quality shows no improvement over recent years, it is fairly good.

## QUALITY GOOD.

E. H. Owen, Arlington, Ky., does not handle poultry, but is getting five cases of eggs per week. The quality is good and shows an improvement as compared with recent years.

## MORE CHIX; LESS TURKS.

J. Keene, Athens, Mich.: "My opinion is that the chicken crop in this section will be more than last year's, and that there will be less turkeys and only a few geese. I do not handle poultry. My egg receipts are light."

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker.**

## USUAL RECEIPTS.

Evansville Packing Company, Evansville, Ind.: "The quality of eggs is poor, although showing improvement as compared with recent years. Hens have been moving for the past six weeks. Farmers are letting go of their cockerels—a large percentage having been sold during June. Our poultry receipts are 15,000 pounds and our egg receipts are 150 cases per week, this being about the same as we were getting at this time last year."

## POULTRY MOVING.

"The quality of eggs is fair and is showing an improvement over recent years," writes H. V. Smoots, Mt. Vernon, Ohio. "Our egg receipts have been running 400 cases per week, and we have been getting 50 to 100 coops of poultry weekly."

## MORE CHIX EXPECTED.

Malerich Brothers, Akely, Minn., report that their egg receipts are small, that the quality is getting better and that farmers are moving a few hens. They ship live poul-

try. "We look for this year's turkey, duck and goose crop to be normal, but think there will be more chickens sold."

## SOME HENS MOVING.

Warren Riggs & Co., Archer, Neb., are getting 25 cases of eggs per week, the quality being excellent, and 500 pounds of live poultry. Now that the laying season is over, farmers are beginning to move their hens.

## IMPROVEMENTS ADDED.

The Canton Butter & Egg Company, Canton, Ohio, said recently that they were getting 50 cases of eggs per week. They report improvement in their plant of a five-ton refrigerating machine and a new testing room.

## MORE CHIX.

N. J. Apt, manager of the West Unity (Ohio) Poultry & Egg Company, looks for little change in the turkey, duck and goose crop, but expects more chickens. His poultry receipts are 8,000 pounds per week; his egg receipts, 500 cases.

# Built Right---Sold Right POULTRY BOXES

Head Wraps--all sizes  
Parchment Paper  
Cement-Coated Nails  
Poultry Shipping Coops

**EVERYTHING FOR THE POULTRY SHIPPER**

**We Supply First Quality Goods Only**

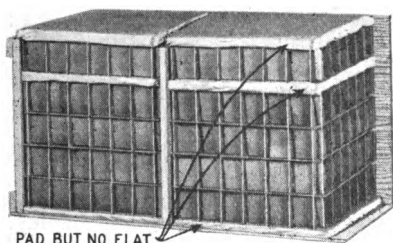
**DAVENPORT LADDER CO.**

Davenport, Iowa

Successors to F. SMITH & SON, Clinton, Iowa

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

## Said the Little Red Rooster

Said the little red rooster, "Gosh, all hemlock! Things are tough. Seems that worms are getting scarcer, and I cannot find enough; what's become of all those fat ones is a mystery to me. There were thousands through that rainy spell—but now where can they be?"

The old black hen who heard him didn't grumble or complain. She had gone through lots of dry spells, she had lived through floods of rain. So she flew up on the grindstone, and she gave her claws a whet, as she said, "I've never seen the time there weren't worms to get."

She picked a new and undug spot; the earth was hard and firm. The little rooster jeered, "New Ground! That's no place for a worm." The old black hen just spread her feet, she dug both fast and free. "I must go to the worms," she said; "the worms won't come to me."

The rooster vainly spent his day, through habit, by the ways where fat, round worms had passed in squads back in the rainy days. When nightfall found him supperless, he growled in accents rough, "I'm hungry as a fowl can be. Conditions sure are tough."

He turned then to the old black hen and said, "It's worse with you, for you're not only hungry but you must be tired, too. I rested while I watched for worms, so I feel fairly perk; but how are you? Without worms, too? And after all that work?"

The old black hen hopped to her perch and dropped her eyes to sleep, and murmured in a drowsy tone: "Young man, hear this and weep: I'm full of worms and happy, for I've dined both long and well. The worms are there as always—but I had to dig like hell!"

Oh, here and there red roosters still are holding sales positions. They cannot do much business now because of poor conditions. But soon as things get right again, they'll sell a hundred firms—meanwhile the old black hens are out and gobbling up the worms.

From Advertising Wisdom, written by Ed Wolff, advertising manager of David Adler & Sons Company, Milwaukee.



## NEW PHILADELPHIA FIRM.

Announcement has recently been made of a new Philadelphia firm. C. N. Risser, who for a long time has been trading as Risser Brothers Company, and I. Rabinowitz, who has been trading as the Consolidated Produce Company, have joined forces and organized the firm of Risser & Rabinowitz. Their offices are located at 101-103 Pine street. Their live poultry salesrooms are at 342-344 South Front street, and their dressed poultry salesrooms at 401-403 South Front street.

Both the men are widely and favorably known to the trade, and the new firm of Risser & Rabinowitz should be a strong and successful one.

## CUT DOWN ROUTES.

Egg receipts of 20 cases per week are reported by Richard Healey, Barnesville, Ohio. He is getting 6 to 10 coops of poultry per week and some spring chickens, which are coming in later than usual. Farmers are marketing their cockerels. "We have," he adds, "shortened up on our huckster routes this year, which causes the shortage in eggs."

## RECEIPTS LESS.

Frager & Rauch, Buffalo, Iowa, write that their egg receipts are less than they were at this time last year. The quality is good.

## ILLINOIS REPORT.

T. E. Maulding, Alma, Ill., reports egg receipts running from 12 to 15 cases per week and his poultry receipts 500 pounds. He ships live poultry.

## QUALITY KEEPING UP.

Harper (Kan.) Produce Company write that the quality of eggs has been good and has shown considerable improvement over recent years. Farmers are now disposing of their hens. They are getting 300 cases of eggs per week—this being 20 per cent more than for this time last year—and 3,000 pounds of poultry.

## LIGHTER.

G. Ingram & Company, Bolivar, Tenn., write that, in their estimation, the poultry crop marketed will be small. Their egg receipts are less, by half than what they were receiving at this time last year.

**Wayne & Low, Inc.**

Commission Merchants

**EGGS, POULTRY**

**BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

**Bickel & Miller**

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA.**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**

**S. S. LONG & BRO., INC.**

**WHOLESALE DEALERS IN  
BUTTER, EGGS AND CHEESE**

**42 North Moore St.  
NEW YORK**

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Sell Consignments**

## REMEMBER THE SLOGAN.

## BIG IMPROVEMENT.

George E. Cutler, 331 Greenwich street, New York, is greatly interested in the publicity work in connection with the egg campaign and says, among other things, in a recent letter to the writer:

"You realize, of course, that our committee has had two objects in mind, and the lesser of these was to secure an immediate consumption that would exhaust our present surplus of eggs with the least possible loss to the holders. The greater purpose has been to stimulate the growth of the poultry and egg industry by getting the consumption of eggs upon a permanently enlarged basis. A per capita consumption of two eggs per day would give the egg industry the requisite field for expansion, and it is for this reason that we have attached the words "and More, Too." to our slogan, "Two Eggs a Day Will Clean Up the Lay." I would suggest that you add these words in the future if you intend to carry this slogan in succeeding issues, as I hope you will do. Other trade papers have promised to do it. You are right in an agricultural country, and I am sure your constituency will greatly appreciate whatever you can do to further the consumption of poultry and eggs."

## OHIO ACTIVITIES.

F. S. Jacoby, secretary and treasurer of the Ohio Butter, Egg & Poultry Association, whose new headquarters are at Room 400, Clinton Building, Chestnut & High streets, Columbus, is making a strenuous effort to increase the membership of their organization to 200 by the first of October. The latter part of August the enrollment was 136.

The secretary has sent out the first series of sheets to go into the loose-leaf notebook which has been supplied to members. The information coming refers to classification of eggs, proper description of eggs, the right method of packing eggs, poultry and egg statistics of Ohio by counties for 1920, some fattening rations and feeding rations for laying hens, a list of the officers, directors, committees and members of the organization, as well as a sheet showing standard weights of utility breeds of chickens, as well as of general purpose breeds and egg breeds.

The Erie Railroad Company have announced plans for the largest poultry receiving yard in the world, it is said, which they propose to build at Weehawken, N. J. It is estimated the cost will be close to half a million dollars. Construction is to start soon. The plans contemplate a concrete house heated by steam and a new ferry line between Weehawken yards and New York City.

The Erie is a very large carrier of live poultry entering New York. Solid trainloads reach the terminal daily. There has for a long time been a great jam at the ferries, and the traffic has been seriously interfered with. The new ferry line and terminal should relieve this congestion.

## MORE CHICKENS.

E. J. Henry, Basco, Wis., who operates a general store, writes that he expects this year's chicken crop to be 10 per cent more than the preceding year's, but thinks there will be no turkeys marketed and few ducks and geese. He is shipping live poultry and will have about 20 coops for shipment within the next 30 days. As farmers are very busy at this season of the year, hens are moving slowly. His egg receipts are 12 cases per week. The quality is good, although showing no improvement over recent years.

## COLORADO CULLING.

The Colorado Agricultural College, through its extension department and its field agent, expects as a result of a state-wide poultry culling campaign throughout the summer to have weeded out at least a half million hens. Investigation, it reports, shows that about a third of the hens in Colorado should be culled, as they are being kept at a loss.

## HENS MOVING.

Thirtv thousand pounds of other poultry besides 2,000 pounds of spring chickens are being received each week by the J. W. Keys Commission Company, Detroit, Mich. Spring chickens came onto the market about three weeks earlier than usual. Hens are moving well now.



## NO TURKEYS.

H. S. Love, Bridgewater, Iowa, reports egg receipts of 25 cases of eggs per week, which corresponds with his receipts for this time last year. The quality is good and better than it has been in recent years. Farmers are not moving many hens. "I am getting 1,000 to 1,500 pounds of live poultry per week and within the next 30 days will have 4,000 to 5,000 pounds for shipment. This year's chicken crop will be about the same as last year's. It is my belief that not any turkeys will be marketed, only a few ducks and not many geese."

## MORE CHIX AND DUX.

M. G. Hedger, Amsterdam, Mo., reports that, in his judgment, there will be a third more chickens this year, also that there will be more ducks, but the usual amount of turkeys and geese. His poultry receipts are running around 23,000 pounds per week and his egg receipts are 25 cases, which is 20 per cent above this time last year. He says that he plans to install batteries for poultry feeding.

## DEALERS ARE PLENTIFUL.

The Sigmund Eckstein Produce Exchange, West Liberty, Ohio, report doing their best to induce the farmers to market their surplus cockerels early. They are getting from 25 to 30 coops of poultry per week and 100 cases of eggs. This is less than they were getting at this time last year. "There are only 11 poultry dealers in our town," they write.

## PREMIUM ON COCKERELS.

N. L. Conlee Produce Company, Modesto, Ill.: "We have been paying farmers a big price to induce them to let go of their surplus cockerels. We are getting 300 cases of eggs per week and 10,000 pounds of poultry."

## WILL ADD STORAGE.

M. N. Alexander & Co., Ft. Scott, Kan., have been getting 500 cases of eggs per week. Farmers are about to move their hens. Poultry receipts are 5,000 pounds per week. They intend to build, a little later on, a cold storage room to their plant.

# Industrial Cold Storage & Warehouse Co.

**Philadelphia, Penna.**

Located on Philadelphia & Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## Butter, Cheese, Eggs and Poultry

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

## PRAISES MINNESOTA.

Poultry production will increase this year in the western part of Minnesota from 10 to 15 per cent, in the opinion of J. C. Peifer, of the Benson Produce Company, Benson, Minn.

Nearly every farmer in Swift county has from 150 to 350 chickens. Poultry raising is really a by-product of farmers. The fowls are gleaners in the fields and the cost of keep is relatively small.

"Western Minnesota has every opportunity to become the largest egg-producing section in the United States," said Herbert A. Emerson, of the Duane Produce Company of New York, who addressed a company of trade tourists at Benson, Minn., recently.

"Your climatic conditions for poultry are even better than near Petaluma, Cal., where poultrymen last year shipped out 12 million dollars' worth of eggs at a great profit at the same time paying the highest freight and express rate to New York that exists.

"Minnesota produces better eggs, because the Minnesota hen does not lay in the winter months and is in better physical condition to lay in the summer. Minnesota eggs command a market premium over the eggs sold south of here. The cool nights and breezes in Minnesota are ideal for poultry."

## BUYING NEW BATTERIES.

George G. Tedrick, Altamont, Mo., expects to ship 150 coops of live poultry within the next 30 days. His weekly receipts are 25 coops; his egg receipts, 30 cases. This is 10 cases more than for this time last year. The quality is keeping up well and is showing an improvement over previous years. He looks for 25 per cent more chickens than he got last year and for the turkey, duck and goose crop to be about the same as usual. They are installing new feeding batteries in their plant.

## MAY BUILD SOON.

W. H. Dean, manager of the Kent Storage Company, Battle Creek, Mich., looks for about the same poultry crop as they had last year. He reports egg receipts of 20 cases per week, which is 30 per cent below the usual amount. Probably they will build in the near future.

## MORE CHICKENS CERTAIN.

H. Brookhat, Arbela, Mo., reports the quality of eggs is keeping up well, that his receipts are 20 cases per week and that he is also getting 15,000 pounds of poultry each week. He ships live poultry and expects to market a great deal within the next 30 days, as much poultry has been raised in his neighborhood. In conclusion he adds: "It is my belief that this year's chicken crop will be better than last year's, although I do not think that many ducks, turkeys or geese will be sold."

## LOOKS LIKE GOOD CROP.

H. J. Chapman, Anderson, Mo., believes that this year's chicken, turkey, duck and goose crop will be larger than last year's. His egg receipts are 15 cases per week and his poultry receipts 16 coops per week. The quality of eggs has been poor due to the heat. He states that his poultry shipments will be light for the next 30 days.

## MAY BUY PLANT.

"We rent at present," write Klin-schmidt Produce Company, Nashville, Ill., "but contemplate buying and modernizing the plant." The quality of eggs is falling off. They are getting 2,500 pounds of poultry per week, and it is their belief that the crop is coming in earlier than usual. Farmers are disposing of their surplus cockerels.

## TO MOVE SOON.

A. F. Christiansen, Battle Creek, Mich.: "Our egg receipts are running from 20 to 30 cases per week. The quality is good and shows an improvement over previous years. It is our opinion, now that laying season is over, that farmers will soon begin to sell their hens."

## SELLING POULTRY NOW.

L. D. Addison, Addison, Ky., finds farmers are getting rid of their surplus poultry now. He is getting a few eggs.

## ABOUT AS USUAL.

R. Pedersen & Son, Askov, Minn., report their egg receipts to be light but about the same as for this time last year.

## FIFTH MORE CHIX.

"Within the next 30 days we expect to ship from 800 to 1,200 coops of live poultry," write the Newcomerstown (Ohio) Produce Company. We estimate that this year's chicken crop will be 20 per cent over that of the usual crop. Our egg receipts are less per week as compared with this time last year. We are, however, getting 100 cases weekly. The quality is poor, although showing some improvement over recent years. Farmers are moving their surplus hens. We also operate a plant at Caldwell, Ohio—the Caldwell Produce Company—both plants being completely equipped for feeding and refrigeration purposes."

## LESS POULTRY.

I. A. Robbins, So. Vienna, Ohio: "I do not ship poultry, although I dress it for the local market." He believes that there will be very few turkeys, ducks and geese, as compared with last year's crop, and that there will be about 20 per cent less chickens. "My egg receipts," he says, "are 40 cases per week. The quality is poor."

## TURKEYS CURTAILED.

Fritsche-Noennig Mercantile Company, Altenburg, Mo., figure that there will be less turkeys than there were last year but about the same amount of chickens, ducks and geese in their territory. They are getting 20 coops of poultry per week now and find that farmers are beginning to sell their surplus. Their weekly egg receipts are 35 cases, and the quality is O. K., showing an improvement over recent years. Shipments of live poultry for the next 30 days will run from 75 to 80 coops.

## GOOD POULTRY CROP.

We have word from B. H. Warren that he intends to install a new ice machine in his plant at Adrian, Minn. His weekly egg receipts are 20 cases, which is a fifth more than for this time last year. "I think I will," he says, "ship around 6,000 to 8,000 pounds of live poultry within the next 30 days." He looks for 20 per cent more chickens and about the same amount of ducks and geese as they had last year. Turkeys are not raised in his section.

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Candles, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS

## THINKS CROP SHORT.

Wm. Bugh, Arcola, Ill., reports receipts of eggs very light and, at that, only about half what they were at this time last year, though the quality is good. Very few hens are moving. He figures that the crop will not be over 80 per cent of last year's on chickens, and finds that turkeys are very scarce, which is also true of ducks and geese. He is planning on installing a refrigerating plant.

## TURKEYS TO BE SHORT.

"It is our idea," advise W. F. Becker & Co., Addieville, Ill., "that there will be less turkeys this year than usual but about the usual amount of chickens, ducks and geese. Our egg receipts are 12 cases per week and the quality is good. We are getting 400 pounds of live poultry per week and will ship 2,000 pounds within the next 30 days."

## EXPECT MORE CHICKENS.

The People's Cooperative Store, Boyden, Iowa, write that they are now candling eggs with a two-hole candler. Their egg receipts are 50 to 60 cases per week, this being a trifle more than for this time last year. They find an improvement in the quality as compared with recent years. It is their opinion that this year's chicken crop will be greater than last year's.

## BEG YOUR PARDON.

In the August 20th issue of The Egg Reporter the closing paragraph of the article entitled "Eggs—Our Problem" and purporting to come from the New York Mercantile Exchange did not belong there. It was, in reality, the concluding part of W. Harry Davis' speech, and should have appeared near the top of the first column on that page.

## QUALITY BETTER.

M. & J. Krebsbach Company, Adams, Minn., write that theirs is a general merchandise business and that eggs and poultry are taken in exchange for merchandise. They are beginning to buy a little poultry. Their egg receipts run around 20 cases per week. As compared with recent years, the quality shows improvement.

## USUAL POULTRY CROP.

Rabel & Anderson, Belleville, Kan., report getting 39 cases of eggs per week, which is less than for this time last year. Now that the weather is beginning to get cooler, the quality of eggs is improving. They figure that they will ship 50 coops of poultry per week and look for the turkey crop, as well as other sorts of poultry, to be about the same as last year's.

## IN NEW QUARTERS.

We received a letter from the Fairmont Creamery Company that they are now located in their new quarters at 610 West Linden Street, Scranton, Pa., in what they term as "The Home of Better Butter, Puritan Eggs, Cheese and Poultry."

## LOOKS LIKE LESS.

R. L. Glazin, Baraboo, Wis., writes that in his estimation the chicken and turkey crop will be less than last year's. Farmers have begun to move their hens. He is shipping live poultry and his receipts are 12 coops per week.

## Classified Ads.

Rates, 10c per word per issue—an economical and efficient means of selling or buying anything of interest to the trade—or of finding positions or securing needed help.

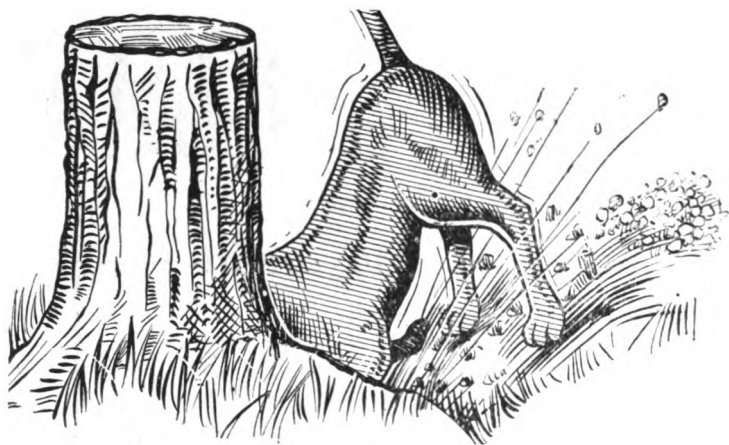
**FOR SALE**—Half interest in one of the best produce houses in the north-west. Have handled better than 50 cars of eggs this season. Will handle better than half million pounds of poultry the balance of the year. Man buying interest must take full charge of the buying end of business. Don't answer unless you are a hustler and know the business from A to Z. Investment, only \$4,000. A91, care Egg Reporter.

**FOR SALE**—Will sell all or retain half interest in fine egg and poultry business. Applicant must have plenty of money and passable references. Any others need not apply. Address A-88, care of Egg Reporter, Waterloo, Iowa.

**FOR SALE**—40 acre poultry farm; 4 miles from Dyersville; good buildings; price, \$175 per acre. James Brunkan, Dyersville, Iowa.

**WANTED**—Man to act as foreman in egg and poultry business. Must be firstclass man and understand the business thoroughly and be able to do buying of eggs and poultry. Will make a good man a good proposition. None other need apply. Address A90, care The Egg Reporter.

# Dig Out the Facts



## But Don't Let Them Get Away From You

Keep in mind that you cannot afford not to use Cholerine at all times, whether you milk feed, use soft mash, or dry feed.

There is no preparation or feed that can effectively supplant Cholerine.

Over a period of 20 years the largest carlot feeders and shippers in the country have proven, after scientific tests, that Cholerine is invaluable to keep down disease and shrinkage and show increased gains.

**Germo Magic  
Lice Killer**

**Germo  
Carboline**

A powerful insecticide for the elimination of lice, mites and all insects.

A coal tar creosote and general disinfectant and deodorant.

Write for booklet and detailed information.

**Germo Manufacturing Company**  
**Germo Building      St. Louis, Mo.**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

OCTOBER 6, 1922

Number 8

## It Can't Be Done

The man who misses all the fun  
Is he who says: "It can't be done!"

In solemn pride he stands aloof  
And greets each venture with re-  
proof.

We'd have no steam or trolley  
cars,

No streets lit by electric stars;  
No telegraph or telephone.

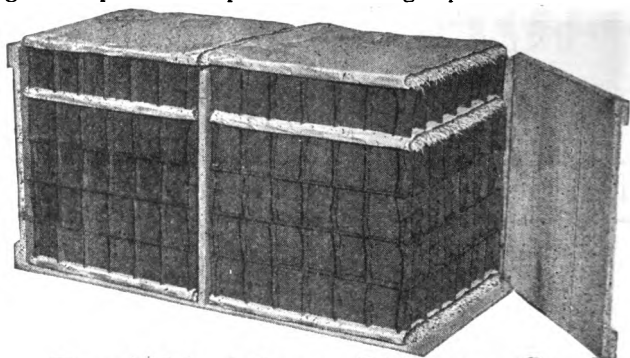
We'd linger in the age of stone;  
The world would sleep if things  
were run

By men who say: "It can't be  
done!"

—The Times, of Cuba.

# Great Progress Has Been Made In Standardizing Egg-Packing

The use of "Cherry" DOUBLE-LOCK Hard-Calendered Fillers, in conjunction with six excelsior pads, as illustrated, has reduced breakage in shipment to a point never thought possible.



## Read What these Shippers Say!

With reference to our shipment of eggs this season, we have been putting them up six Excelsior Pads to the case with Cherry Fillers, and our claims on breakage have been nothing compared to former years. We recommend this style of packing to anyone who wishes to put up a neat package and also to eliminate breakage in transit.

Signed—W. L. Davis, Mgr. Egg & Poultry Dept., Iowa City Produce Co., Iowa.

We have had wonderful success since we have been using the excelsior pads. 97% of our cars are going through without damage. We have reduced our loss to practically nothing by proper care in using excelsior pads, and in the loading of cars. We believe we are having wonderful success inasmuch as 75% of our business consists of mixed cars, and the damage is liable to be more where the mixed car system is used.

Signed—R. G. McFarland, Treas. J. H. Neil Creamery Co., Inc., Tama, Iowa.

Regarding the use of six excelsior pads will say that our entire output for the season has been six pads and Cherry Double-Lock Fillers. We find, as

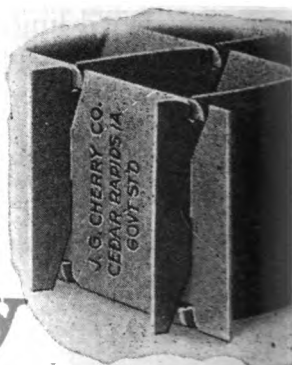
Write for a sample of "Cherry Fillers." When you see them you will understand how and why they protect the eggs.

a result, our breakage has been reduced to a minimum. We strongly recommend to anyone inquiring that same combination is the best we have found to date.

Signed—R. A. Maine, Central City Produce Co., Central City, Iowa.

We have been using 6 pads to the case and we do not have the breakage that we did with the excelsior nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put it in their tariff that everyone must use them or charge a higher rate on loose excelsior.

Signed—C. C. Pickerell, Mgr. The Hawk-eye Produce Co., Chariton, Iowa.



**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa Peoria, Ill.



# If You Are Shipping Live Poultry

To New York Markets, and are in search of a reliable, efficient and honest organization to receive your poultry, ship your next car to Kassel Poultry Company, Inc.

Mr. Abe Kassel, our manager, is universally known as "The Shipper's Friend," and has justly earned this title because of his unbroken record of efficient service. Meet him at the convention in Chicago.

**PAST PERFORMANCE IS YOUR BEST GUARANTEE OF WHAT TO EXPECT IN THE FUTURE.**

It is our sincere desire to serve the shipper, giving him the benefit of our forty years' experience in the New York Markets, and to do this in a way consistent with the principles of sound business conduct.

## **Kassel** **POULTRY CO., Inc.** **LIVE POULTRY**

**16-17-18 THIRTEENTH AVE.      66-68 HEWITT AVE.**  
**WEST WASHINGTON MARKET, NEW YORK**

**\*Commission Merchants and Jobbers**

**REFERENCE**  
**Chatham & Phenix National Bank**

# **We Are Sending Five Gentlemen to See You**

They will attend the National Poultry, Butter & Egg Association Convention to be held in Chicago, October 16th and 17th, and will make their headquarters at the Hotel Sherman. You will find their booth on the Mezzanine Floor, where they will be delighted to meet you.

Make a note now to see these gentlemen while you are attending the Convention. They are:

**Mr. WM. PARK    Mr. GEO. M. DUNLAP, Jr.  
Mr. JESSE M. DIETZ    Mr. JAS. MURDOCK**  
all of Philadelphia

**Mr. J. A. SIMMONS, of St. Paul, Minn.**  
(Our Western Representative)



**Executive Offices and Warehouses:  
PHILADELPHIA, PA.**



## Gained enroute in 1 week, more than 3 tons of live poultry, in 7 cars shipped

An Iowa shipper (name on request) shipped seven cars during the last week of August to New York, the birds being fed enroute on Purina Chicken Fatena. He obtained a nice gain on every car.

### 864 lbs. Average Gain!

**Nothing exceptional about this!**  
If you are taking a loss enroute or gaining less than the above, you are losing good money that you might just as well put in your pocket. Try Fatena. Feed one lot the old way—feed another lot the Purina Weigh—keep records. Write today.

<b>Gain</b>	1071 lbs. Gain
<b>per</b>	299 lbs. Gain
<b>car</b>	387 lbs. Gain
	781 lbs. Gain
	693 lbs. Gain
	1024 lbs. Gain
<b>Total</b>	1794 lbs. Gain
<b>in 7</b>	
<b>cars</b>	6049 lbs. Gain

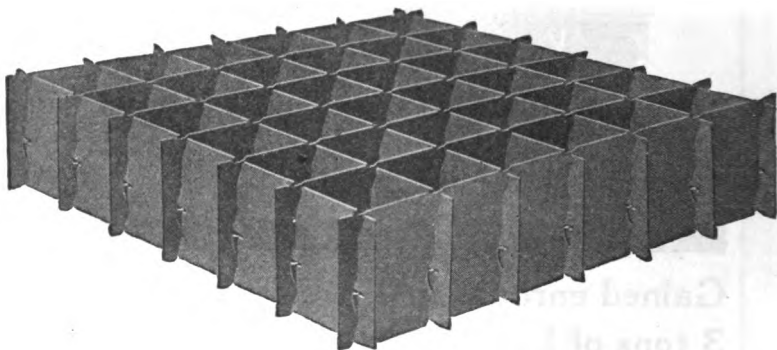
**Feed Purina Chicken Fatena  
from Checkerboard Bags**

**Purina Mills**

984 Gratiot St., St. Louis, Mo.

Ft. Worth      Nashville      Buffalo





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, OCTOBER 6, 1922

No. 8

## The Sixteenth Annual Convention

Executive Secretary Harrison F. Jones reports that everything is in readiness for what promises to be the greatest convention in the history of the National Poultry, Butter and Egg Association—this being the 16th annual assembly.

Promptly at 12 o'clock noon of October 16, 1922, President Jacob M. Klein hopes to say, "Gentlemen, be seated!"

Before then, however, those attending the 16th annual convention of the National Poultry, Butter and Egg Association should contribute to their own comfort and peace of mind by complying with the following hints, which are suggested by the executive secretary:

Immediately after being cared for in the way of hotel accommodations, members should call at the executive offices, which will be located on the first floor above the mezzanine floor of Hotel Sherman. Here they will fill out two registration cards. After filling out the cards, the clerk in charge will give out the badges and luncheon tickets (one luncheon ticket to each member in good standing free of charge—extra tickets at actual cost). Those who have not paid their dues for the ensuing year will be asked to pay them at this time; otherwise they will not be permitted to participate in the functions of the convention. They should have in readiness the sum of \$25 for this purpose.

After these formalities, the next step will be to go to the railroad desk on the same floor and have their return ticket validated. The clerk in charge at this desk will issue the proper certificate. Bear in mind that no person will be entitled to a reduced fare for the return trip unless he have such certificate, and the only place one can be procured is at the place indicated.

Last year several persons put off the procuring of the certificate till the last moment before departure, and the result was that they had to pay full fare going home. To avoid this, this year, get the certificate the moment after you get a badge—this is the only safe way.

After these matters have been cared for members are at liberty to do as they please till about 11:45 a. m. At this hour the executive committee requests their presence in the Tiger Room. This is the large banquet room and is located on the first floor above the mezzanine floor.

Here, promptly at 12 o'clock, President Jacob M. Klein hopes to see every member of the association at the annual association luncheon. He will welcome all to the convention with the time-honored words: "Gentlemen, be seated," and thus will be formally opened for business the sixteenth annual convention of the National Poultry, Butter and Egg Association. At this time the doors to the luncheon room will be closed, and the executive committee requests that no person leave the tables until the luncheon is concluded.

At the conclusion of the luncheon, President Klein will introduce M. A. Hagensick of Des Moines, Iowa, second vice-president of the association, who will deliver the only address scheduled for the business sessions. Mr. Hagensick will speak for not to exceed fifteen minutes and will confine his address to a brief history of the organization and its activities. At some time during the luncheon, the nominating committee will make its report and the president will appoint a committee on resolutions. After this the luncheon may stand adjourned.

Guests at the luncheon will find at each place the annual report of

(Continued on page 12)

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**  
**Total Space Cooled, 16,400,000 cubic feet**

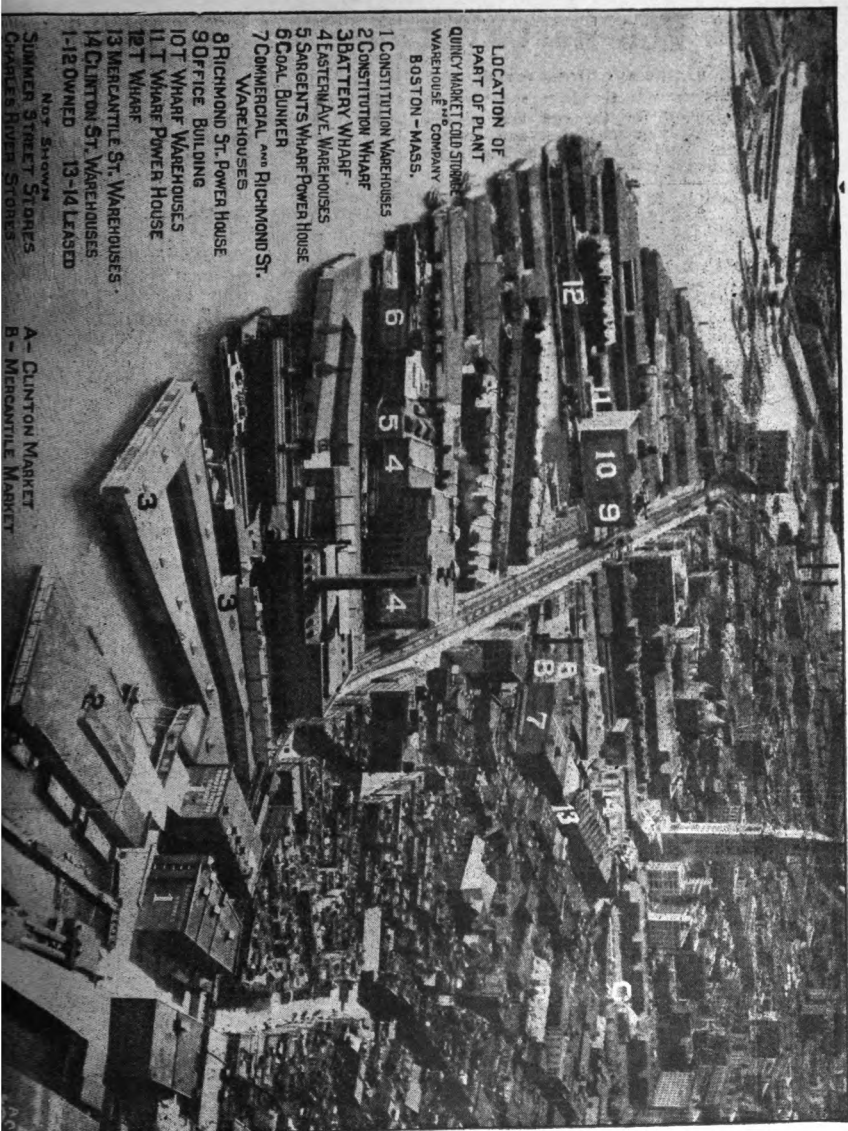
**Best Service for**

# EGGS BUTTER POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.  
Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

GENERAL OFFICES:  
Waterloo, Iowa—Westfield avenue and Menges street

PUBLICATION OFFICE:  
Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., OCT. 6, 1922

## MISSOURI METHODS.

"Know your eggs and market them on a graded basis," is the slogan in Missouri. The State Marketing Bureau has had a corps of 20 persons in the field holding candling and grading demonstrations throughout the state. Fifty towns were visited each week. It was planned that each of the four hundred towns on the exhaustive itinerary would have been reached by the end of the campaign, October 1st. Approximately one hundred cooperative exchanges in northwest Missouri were visited by the demonstrators. Enthusiastic crowds of

egg producers have met with the candling and grading experts at every town. "Make Missouri Eggs Better" is the sentence on the lips of every producer who turns his steps homeward after having seen his eggs candled and graded and listened to the instructive talks given by the Marketing Bureau's specialists.

Missouri egg producers realize today as never before that competition in the egg industry is becoming so keen that they must at once co-operate in the state-wide drive for better handling and marketing of eggs. It is estimated that Missouri suffers an annual egg loss of more than \$5,000,000, which ultimately falls upon the producers and consumers. According to the State Marketing Bureau, most of this terrible loss can be eliminated if all concerned will cooperate to secure better production and marketing methods.

This gigantic program leads the way for all states in urging that eggs, as well as grain, wool, cotton, live stock, fruits and vegetables, should be purchased from the producer on a graded basis. According to the marketing bureau, all impartial authorities are agreed that the producer will never receive a just price for the quality of eggs he produces until he is paid for his eggs on a graded basis. The marketing bureau holds that it is utterly unreasonable that any one should hold otherwise than that there is great need for such an egg standardization program not only in Missouri but in every other important egg producing state.

WESTCOTT & WINKS' Informant, published at Sumner, Iowa, informs us that a good market for empty barrels, which originally contained buttermilk, may be had through operators of rendering plants.

Don't pay too much attention to the fellow who praises everything. Listen less to the one who knocks everything, and don't pay any attention at all to him who is indifferent to everything.

IT ISN'T the crowd that walks behind you when you're dead but the gang that walks with you here, while you're trying to make things go, that counts.

It is Forbes who says that the place for the knocker is outside the door. Certainly, certainly.



## IOWA RESOLUTION.

M. A. Hagensick, secretary of the Iowa Wholesale Egg, Butter & Poultry Dealers' Association, is mailing out to members copies of the resolution to which the association has subscribed, the resolution treating of the purchase of live poultry on a graded basis. It was first adopted October 20, 1921, at which time it created considerable comment, and was again re-adopted September 22, 1922. The resolution, as distributed by the secretary, is printed in good-sized type, is intended to be posted in his plant by the poultry buyer, and reads as follows:

"Whereas: the practice of buying live poultry without grading is an injustice to the farmers producing the better breeds of market poultry, and,

"Whereas: the quality of the Iowa poultry is not what it was a few years ago, due to the fact that our farmers are increasing their flocks of Mediterranean type of chickens, such as Leghorns, Minorcas, etc., and,

"Whereas, one of the purposes of the Iowa Wholesale Egg, Butter, & Poultry Dealers' Association is to encourage the production of the most desirable market breeds of poultry, thereby increasing the revenue to the farmers and making possible the rendering of a better and more uniform service by our members, therefore, be it

"Resolved: That we, the members of the Iowa Wholesale Egg, Butter & Poultry Dealers' Association, purchase live poultry on a graded basis, paying higher prices for hens weighing 4 pounds and over and for springs of the larger breeds, and less for hens under 4 pounds and all Leghorns springs and similar breeds, these lower prices to be commensurate with market value, and, be it further

"Resolved: That the secretary of the association mail a copy of this resolution to each member with a request that same be posted in their places of business and that each member give all publicity possible, and, further, that a copy of this resolution be transmitted to the dairy and food commissioner of the state of Iowa, requesting his cooperation."

Concerning the movement Secretary Hagensick says:

"Our experience during the past year has been one of success. We are simply doing what we should have done years before, but just postponed from time to time. Until the monerel stock is eliminated, or bought at its worth, even a thought of a profit for many of the dealers is remote."

A MAN will promise any favor that is not to be granted until next year.

THE road to ruin is always kept in good repair.

THE world's egg laying record was broken recently, according to officials of the California Farm Bureau Federation, when "Columbia Belle," a White Leghorn hen belonging to Alex Stewart, of Santa Cruz, Cal., laid her 324th egg on the last day of a farm bureau contest that has been in progress for a year. The former record was 315 eggs in a year, made in 1921 by a White Leghorn from the Hollywood Poultry Farm, of Hollywood, Wash.

THE government report shows that eggs were exported from the United States for the month of August, 1922, as follows: United Kingdom, 58,530 dozen; Bermuda, 4,590 dozen; Canada, 5,709 dozen; Honduras, 14,206; Panama, 70,900 dozen; Mexico, 968,044 dozen; Cuba, 1,031,490 dozen; other West Indies points, 2,260 dozen.

RAGS make paper. Paper makes money. Money makes banks. Banks make loans. Loans make poverty. Poverty makes rags.

IF YOU were born with a silver spoon in your mouth, there is somebody around who is hoping you will choke.

THE trouble about being happy is that we do not realize that we were until we are not.

WOMEN are naturally foolish: they are more afraid of mice than they are of men.

WHEN married people get along, it isn't always love; it is sometimes sense.

BEING suspicious of others makes a man boastful of his own loyalty.

MEET YOUR FRIENDS

AT THE NATIONAL

IN CHICAGO,

OCTOBER

16TH AND

17TH

## 16TH ANNUAL CONVENTION.

(Continued from page 7)  
the executive committee. This report will be a resume of the business transacted in the executive offices in the last year; it will be in pamphlet form and in addition will contain the reports of the secretary, treasurer and standing committees of the association.

Heretofore members of the association have shown a pronounced dislike for business sessions, and it has been almost impossible to drag them into such sessions. The result has been that, after many sneakers have spent weeks in preparing addresses, they find themselves talking to empty chairs. This has always occasioned more or less embarrassment to those who have arranged the programs, and, this year, while ample provision has been made to have discussions and reports on any topics members may suggest, the luncheon is the only session of the association which has a set program. To care for the discussion of any subjects members desire, at each place at the tables, cards will be found on which members are requested to mention the topic of any question they desire to have discussed.

As the luncheon progresses, these cards will be collected, and from them the program for Tuesday morning's session will be arranged. For example: some member might want to know whether it would be beneficial for the trade to have all refrigerator cars placed in a pool. He would merely write on the card "pooling cars," or words to that effect. This subject would then be placed on the program for Tuesday morning at 10 o'clock. The member suggesting the topic would be expected to appear on Tuesday morning and lead the discussion or ask questions. There is no limit to the number of topics that may be suggested, and members are urged to use the cards freely. A bulletin board will be located in a convenient place on which will appear the program as arranged from the cards.

The executive committee had nothing to say concerning the program for Tuesday afternoon. The by-laws settle that.

Tuesday afternoon session will be devoted to report of the resolutions committee, election of officers, selection of meeting place for 1923, unfinished business and final adjournment.

## THE ENTERTAINMENT

The entertainment of members is in the hands of the Chicago trade. The general committee in charge has had meetings almost daily, and lack of time or money does not stand in the way of having all guests properly cared for.

During the time the men will be in attendance at the noonday luncheon on October 16th the ladies will be sight-seeing and preparing for the banquet at 6 o'clock in the Tiger Room at Hotel Sherman. The banquet will be the best that can be provided, and between the courses light entertainment of a very high-class will be provided. The speaker will be the Honorable William Hale Thompson, mayor of the City of Chicago. After the banquet the guests will adjourn to attend the Palace Theatre, where two floors have been reserved.

On Tuesday at 12 o'clock noon, the ladies will leave Hotel Sherman by auto for Marigold Gardens, where luncheon will be served and entertainment provided. At this luncheon souvenirs will be presented.

Heretofore the ladies have been the only recipients of souvenirs, but this year the men will participate, and those selected for the men will more than outweigh in value the cost of the banquet ticket.

In addition to the entertainment provided, the committee has paid special attention to the comfort of the ladies. Rest rooms for their exclusive use has been provided in Suite 108 on the first floor above the mezzanine. These rooms will be in charge of maids, who will be available at all hours during the convention.

Ample arrangements have been made for shopping hours, and guides will be available to render assistance to any who may require assistance.

In arranging the program for the 16th annual convention of the National Poultry, Butter and Egg Association, of which the foregoing is an outline, all committees have worked with but one end in view, and that is to make the convention

**EGGS  
CUTLER  
NEW YORK  
331 Greenwich Street**

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

## The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name .....

Town .....

State .....



the greatest in the history of the trade. And the executive committee, in its desire to have this a strictly members' convention, have left the program in such shape that members have the opportunity of indicating the kind of a program they want. In this regard, the executive committee has been actuated by the thought that this year, by reason of existing conditions, members will care to devote more time to their own personal affairs than to affairs which are of interest to the industry at large.

### CHICAGO EGG MARKET.

WEATHER MAN HELPED AGAIN BY KEEPING THE AIR HOT—BUT WHEN PRICE GOES UP CONSUMPTION GOES DOWN—MEDIUM GRADES FRESH HARD TO SELL.

The salient points of the egg market during the past month are these: Production dropped off to nothing. During the latter part of September we had practically mid-winter conditions in the producing territory tributary to Chicago. The price of fresh eggs rose rapidly from 21c, where it stood the 10th of August, to 38@40c, which is the price today for finest grades. In New York the advance was still more rapid, fresh-gathered extra firsts going to over 50c a dozen. Thus the stage was set and conditions ideal for a substantial reduction of reserve stocks. A large proportion of the trade was turned from fresh eggs to storage eggs. Withdrawals from warehouses were extremely satisfactory.

The October 1st report is not published yet, will not be until the 6th or 7th of the month, but it will doubtless show quite a substantial reduction of the excess of storage stocks, a reduction of probably 650,000 to 700,000 cases. Some estimates run as high as 800,000 cases. Considering the fact that such a reduction would be equal to practically one-third the entire excess over 1921, the trade will take such a report as an indication of a much stronger position in the market. We are right today 2c to 3c under the cost on many of the April and May eggs. The moment a bona fide bullish circumstance appears, owners will be only too glad to take advantage of it to put their price at or near cost.

But there are features in the situation which will cause many an operator to move along under very short sail. First, the high price of fresh eggs in New York

advanced the whole retail market, thereby curtailing consumption in the same way, although possibly not quite to the same degree as would have happened had storage eggs themselves advanced 10c a dozen.

Mr. Urner, late in August, called attention to the fact that there would have to be a withdrawal in the four markets during the months of September, October, November and December averaging 40,000 cases a day, in order to bring the stocks in those markets down to a point which would limit the carry-over January 1st, to a safe basis. Since September 1st, we have fallen so far short of the 40,000 cases a day that from this point on there must be moved an average of 45,000 cases per day, in order to limit the carry-over to 500,000 cases in the four markets, which is all we ought to carry over in any case.

The third reason is more sentimental than actual. It is the fear of a renewed production of fresh eggs. Weather conditions have been so freaky of late years, so many records have been broken, that one would not be surprised to see another one broken this year in point of fall production. Already we hear persistent rumors of an increased production of fresh eggs, rumors which may be founded on fact but possibly also on the surplus stocks caused by the lack of demand for fresh eggs. It is within the memory of man for eggs to begin coming in in quantities as late as the 15th of October, and continue in fair supply just so long as weather would permit laying. While it is unlikely this will happen this year, it is a possibility, and will have to be taken into the general balance as such.

These conditions are daily inducing more distributors to use of their own stocks of eggs, so far as they have any, and have caused the wholesale market at Chicago to be extremely dull. Hard as it is to sell storage eggs, it is still harder to move medium grades of fresh eggs. Some cars of fresh eggs have been on track ten days to two weeks, and no buyer can be found who will pay cost for them. It is a trying time for the consignment receiver on the street. The official quotation is 28@35c. This is not equal to the sale value of really fine quality eggs. They will bring 38c. And yet, in spite of this difference, the consignment receiver finds it very difficult to make returns to the shipper in line with even our official quotation.

(Continued on page 18)

# **WE CAN SUPPLY EVERYTHING**

## **The Egg and Poultry Shipper Needs.**

**Cottonwood, White Tupelo and Gum Egg Cases, Egg Case  
Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry  
Boxes, Poultry Barrels, Egg Case Machines, Egg Can-  
dlers, Baled Excelsior and Eureka Egg Case Openers.**

**Prompt Shipment—Carloads or Less.**

**Cairo Egg Case & Filler Co.**  
**CAIRO, ILLINOIS**

# **Industrial Cold Storage & Warehouse Co.**

**Philadelphia, Penna.**

Located on Philadelphia & Reading Railway tracks  
and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and  
Reading Railway delivery." No switching charges.

We have the very best facilities for handling and  
caring for

## **Butter, Cheese, Eggs and Poultry**

Our rates are as reasonable as are consistent with  
first-class service.

We make liberal advances on goods stored with us.

# **Two New Poultry Crates**

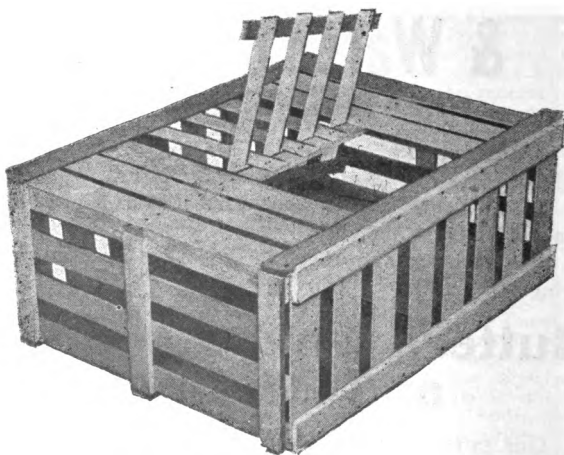
## **Built for Returnable Service**

### **Sturdy Construction**

### **Light Weight**

**"Set them up Right and  
they'll get there Right"**

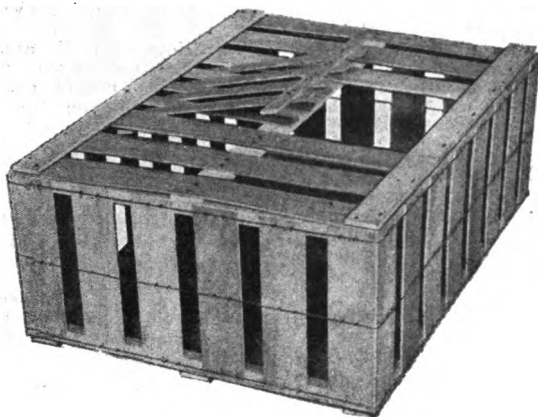
**"CHICAGO MILL"**  
**Interlocking Poultry Crate**



**Write for descriptive folder and price list.**

# The Super-Dreadnaught

## POULTRY CRATE



### Authorized Distributors

#### Illinois:

Altamont Manufacturing Co.,  
Altamont; Cairo Egg Case &  
Filler Co., Cairo; J. G. Cherry  
Company, Peoria; Quincy  
North Star Co., Quincy.

#### Indiana:

Indiana Board & Filler Co.,  
Decatur, Evansville, Vincennes.

#### Iowa:

J. G. Cherry Co., Cedar  
Rapids; Kennedy & Parsons,  
Sioux City; Waterloo North  
Star Co., Waterloo.

#### Minnesota:

J. G. Cherry Company, St.  
Paul.

#### Missouri:

N. A. Kennedy Supply Co.,  
Kansas City; Chicago Mill and  
Lumber Company, St. Louis.

#### Nebraska:

Kennedy & Parsons, Omaha.

#### Oklahoma:

N. A. Kennedy Supply Co.,  
Oklahoma City.

#### Ohio:

Indiana Board & Filler Co.,  
Urbana; The Urbana Egg  
Case Co., Urbana.

#### Pennsylvania:

Chicago Mill and Lumber Com-  
pany of Pennsylvania, Harris-  
burg.

#### Tennessee:

Chicago Mill and Lumber  
Company, Nashville.

#### Virginia:

D. S. Seed and Grain Co.,  
Bristol; Chicago Mill and  
Lumber Company of Pennsyl-  
vania, Roanoke.

## CHICAGO MILL AND LUMBER COMPANY

General Offices

Conway Building, 111 W. Washington Street

CHICAGO

Although trading for the past two weeks has been extremely dull, certain factors in the market may liven things up for the next week or 10 days. One is the anticipated warehouse report, which is almost sure to be favorable, and the other is the fact that many dealers who bought liberally three weeks ago are only now beginning to come into the market again. But everytime one takes his pencil and figures down accurately the quantity of eggs we must move, he sees that the task ahead of the market this year is a tremendous one, one larger than we shall be able to accomplish, even with the most favorable weather conditions.

We quote today: Fresh eggs, 27@38c, according to quality; finest coolers, 27¼c; good April and May stock, 26@26½c; good storage-packed June, 25@25½c; trade eggs, 22¼@23¼c.

Chicago, Ill., Oct. 4th.

#### PHILADELPHIA.

The dullness, which has marked the egg trade for the past few days, is doubtless due to the summer weather now prevailing.

Sellers, both of fresh and storage stock, are anxiously looking for a change of temperature.

The market for strictly fresh eggs has declined from 1 to 3c per dozen. Extra fresh are selling at 48c; firsts, 46c; seconds, 30@35c; the price depending upon size and condition of stock. Buyers demand all that the classifications call for on this market.

Many of the shippers are culling their eggs. When the large and brown stock is selected the smaller run of eggs is not acceptable to the retail buyers.

The selected stock is shipped to other markets or sold to preferred customers.

The buyer, seller and egg inspector are all cognizant of this deception practised by the shipper.

There is no change to note in refrigerator eggs. The heat is affecting the goods that are on the floors.

Prices range according to quality. Sales are reported at 27@31c with sellers pushing sales. The idea existing seems to be the unloading of stock.

Trade in live poultry is slow, but receipts are heavy. The bulk of the arrivals are carlots. Buyers are shopping for fat, fancy-colored, fowls. Hens, weighing 5 pounds and over, 25@27c; medium hens,

20@23c. Leghorn fowls, as to quality, 18@21c. Spring chickens, colored feathers, fat, yellow skinned, weighing 4 pounds and over, 25@27c; chickens, colored feathers, smaller sizes, 21@24c.

The receipts of dressed poultry are light and the market has ruled firm with demand in excess of the offerings.

#### CANADIAN REVIEW.

Receipts of fresh eggs continue to decline, and the market has again advanced. Ontario country track shippers are paying stores and producers 31@35c per dozen for fresh-gathered, straight run. Sales were made last week of graded firsts at 40c f.o.b., cases free, and both straight-gathered and current receipts candled at 34c f.o.b., cases to be returned. Complaints are pretty general as to the large quantity of stale-held eggs being mixed in with the fresh eggs. Storage eggs are now moving into consumption freely on all markets. They are being put out to the trade as extras and firsts, largely firsts. It is said the movement is quite satisfactory, and, apparently, the quality is giving satisfaction, judging from the few complaints.

United States egg markets have changed but little during the week, with the exception of fancy fresh, which show a material advance, due to scarcity of supplies of this class of stock. The withdrawals of storage eggs have been liberal, but, in face of the heavy stocks in the coolers, operators are buying very conservatively.

The poultry situation continues very unsettled and has not yet become adjusted to the new conditions caused by the advance of the duty upon poultry entering the United States. Some live poultry is still being exported to the United States, but shippers express themselves as being very doubtful that they will be able to continue to ship them. Some shipments that went to Buffalo last week lost the owners money. It is figured by some shippers that the cost now of selling live poultry in Buffalo is about 9c per pound. Others say it is about 7½c per pound. It is quite apparent new outlets will have to be found for Canadian poultry. One shipper states that he is going to try out Montreal for carlots of live poultry. There seems to be a growing feeling in the trade that we will have to look to Great Britain to take our surplus. In this case it will have



UNEQUALLED FACILITIES FOR  
THE STORAGE OF

# POULTRY

## Merchants Refrigerating Company

**Main Office: 161 Chambers St., New York, N. Y.**

### NEW YORK—

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### JERSEY CITY—

Warehouses have track connection with all Freight Lines.

### NEWARK—

Warehouse adjacent to the Wholesale Market center.

**President**  
**Frank A. Horne**

**Sec'y-Treas.**  
**Harry C. Lewis**

**Vice-President**  
**Alex Moir**

**Ass't Sec'y**  
**Frank L. Hawley**

to be packed and frozen. Those who know the requirement of the British poultry trade realize that only the best is saleable on that market. It would be well for producers to remember this and not market their birds until they are well finished. The outlet for thin, unfinished stock is becoming narrower all the time, even on our own local markets. Live poultry shipped to Buffalo last week brought the following prices, delivered: Fowls, heavy, 26@28c; medium, 22c; light, 18@19c; chickens, heavy, 26c; light, 20c.

United States receipts of fresh dressed poultry have been considerably larger. The larger supply has been chiefly chickens, and, while broilers have held steady, the large-sized chickens have ruled weak. Fowls have been in short supply and have ruled very firm. Frozen chickens were in fair supply, but the best grades have been pretty well cleaned up. Frozen fowls have worked out at prices about equal to fresh-killed. Live poultry prices were forced up to the breaking point last week. The reaction has been sharp and disastrous, and reports indicate the bottom has not yet been reached.

British egg markets have continued to improve. This has resulted in quite a number of sales of storage stock and one or two cars of fresh receipts. Export sales of storage firsts were reported during the week at 19 shillings 6 pence c.i.f., and 20 shillings c.i.f. and some at 40c f.o.b. Montreal. In addition to these several cars were shipped upon a consignment basis. One shipper has cabled offering a car of September fresh firsts at 24 shillings c.i.f. A Canadian exporter says the best offer he has had for United States storage eggs for export is 17 shillings c.i.f. This price figures out about 5c per dozen less than Canadian storage firsts at 19 shillings 6 pence c.i.f. A car of storage firsts is rolling London, England from Winnipeg.

#### CHICAGO POULTRY.

The poultry market here during the past two weeks has been a see-saw affair, fluctuating almost beyond the expectations of most traders. Receipts are extra heavy and then similarly low. This latter situation is said to be due to the railroad situation. It is felt here that the farmers are giving more attention to poultry this year.

The last week of September saw some heavy arrivals here and figures were consequently lowered. Up to that time the demand had been fair and prices were showing advances, particularly in springs and hens. Ducks also had shown stronger. Under the heavy receipts, however, the new levels were not maintained and the market sagged all along the line.

Local dressers entered the market when they thought it had hit bottom and started buying. This trade has continued to buy, even on an advancing market, though their activity has waned a little since higher levels have again been reached.

The trade here anticipates a very good fall demand this year, as general business conditions warrant the consumption of more poultry.

High-grade stock is always in demand, they say along the street, and select goods find a quick outlet.

Hens have begun to show a firmer position with a little better demand early this month. Prices now are low, but from now on the trade looks forward to better business, with an increasing call from the retail trade.

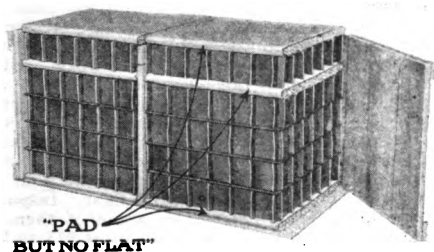
#### EGG CANDLERS' STRIKE.

The Egg Inspectors' Union in Chicago has called a strike. The strike became effective Thursday, September 28th, when all the union inspectors were pulled off jobs where they had to inspect eggs previously handled by non-union inspectors.

It was at first announced in a circular letter sent out by the union that inspector members would be called out unless a satisfactory arrangement was made between themselves and the members of the trade now employing non-union inspectors. The date that they were to be called out, according to this letter, was September 27th. The letter read in part that on and after September 27th no member of the Chicago Egg Inspectors' Union shall be allowed to inspect or work damaged or re-handled eggs in any respect at any cold storage or warehouse in the city of Chicago, unless a satisfactory settlement be made on or before that date.

The circular letter threatening a strike was taken as a direct slap at the Chicago Mercantile Exchange. Last April, when the egg inspectors called a strike, the 'change took the stand that they were employing men whose work was of a nature requiring that they be on the job at all times. The 'change stated at that time that it could not afford to have inspectors who would be

# Why Not Profit From the Experience of Others?



During the past season, claims for damage to eggs in transit were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pad**.

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior Pads**, placed as shown in cut. This method of packing is approved and recommended by the carriers.

## EXCELSIOR WRAPPER CO.

### MANUFACTURERS

Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

subject to strike clauses in their contracts. Lower wages were the issues of the strike last spring, and finally the 'change offered all the old men on its inspector staff an opportunity to return to work at former wages, with a contract running for 52 weeks of the year. This contract stipulated that the inspectors could not withdraw from their work for any other reason than illness. The contract further and pointedly stipulated that these men would not be subject to strike call.

The union objected bitterly to this, saying that it robbed them of the only power which the union gave them, and the union inspectors refused to sign up with the 'change. The 'change immediately installed inspectors to handle its work who were not members of the union and now, because union men, through this arrangement, are forced to work on eggs which have been handled by non-union inspectors, they have registered an objection.

It is said along the street here that the move is to make the 'change abide by the union rules, and put union inspectors back on their old jobs. The exchange has decided on a "stand pat" program and has refused to negotiate with the union. For a week prior to the strike its possibility was the talk along the street. Officials of the exchange did not feel that they had to change their policy and paid no attention, outwardly, to the demands being made by the union. During this time union inspectors working on the street were practicing the dictates of the union and refusing to inspect eggs which were handled by the 'change inspectors.

Tuesday evening, September 26th, at a meeting held by the union, that body came to the decision that, should any of the members be discharged because of their adherence to union rules and laws, and because they refused to inspect eggs in warehouses or cars that had been handled by exchange inspectors, a strike would be called to force the demands of the union.

The following morning an inspector working for Merrill & Eldredge was dispatched to inspect a car of eggs. Upon his arrival at the car he found an official inspector working on it. He returned to the office of the company and refused to inspect the car. Other similar cases arose during Wednesday, the 27th, and by the close of the day the trade here was becoming disgusted with the action that had been taken. These inspectors refused to touch

anything that had been worked on by exchange men. They would not handle work in the warehouses, and most of the cars in the yards were officially inspected.

The trade told the men that they could not pay them for sitting around doing nothing, and Thursday, when some of them found they had lost their jobs, a strike was called.

At the exchange it was said that they would pay no attention to the union demands. They look back to the action the union took last April and express themselves as pleased with the fact that they have been able to work without worrying about union rules.

The 'change is sitting tight, and, while the strike is causing some difficulty among the trade, there have been various statements which might indicate that the union will lose its fight. Inspectors are highly paid; some of them are said to be getting from \$75 to \$100 a week. In a past similar situation the chain stores met the problem by installing women to do the inspecting, and one of the big stock yards incorporations followed this plan. They are reported to be working successfully. Many members of the trade here have said that they do not feel that they can pay such high salaries to men who work for a union and not for their employers.

The union is seeking to bring pressure to bear by threatening a strike of egg candlers and even of the teamsters.

At this writing, while the situation looked very serious, nothing new had developed, and the exchange still persisted in holding its position.

#### ADVERTISING EGGS.

"Eat More Eggs, Have Healthy, Robust Children." This is what the Chicago Mercantile Exchange advertising campaign to further the consumption of eggs is telling the people in Chicago.

Newspaper space, billboard and street car space is being used. Already newspaper advertising is being done, and the results are showing up.

The trade has got behind the movement in a strong way and, with the funds that have already been contributed to the cause, is moving ahead with success in sight. At the pure food show being held in Chicago early this month, the exchange has a booth in which the advisability of eating more eggs is being preached.

(Continued on page 27)

# Pack Your Eggs Right

## USE



# Indiana Board and Filler Co.

Vincennes, Decatur, Evansville, Indiana  
and Urbana, Ohio

# A Better Buy B

- Dried by the Collis Process—Loses only 1
- Put up in handy sacks—easy to handle.
- Saves in Freight—Keeps indefinitely.
- Contains 90% milk solids—3 times as much
- Retains all the natural lactic acid of fresh
- The important vitamins are not destroyed

Prof. Philips, of Purdue Experiment Station, reports in bulletin No. 258 that Dried Buttermilk is as good or better than the liquid form. His experiments were on egg production and his results, therefore, are conclusive evidence of the feeding value of Dried Buttermilk.

**THE BEST DRIED BUTTERMILK**

“Dried Fresh”

**COLLIS PRODUCTS**  
CLIP

# Way To termilk

ni-condensed buttermilk.

ilk.

Prof. Evvard, of Ames, Iowa, Experiment Station, reports that Dried Buttermilk is an excellent feed for pigs.

DE BY THE COLLIS PROCESS

he Churn"

# TS COMPANY

DWA

# WONDERFAT FEEDS

Are Built for  
**YOUR BUSINESS**

and with an intimate knowledge of  
**YOUR EXACT REQUIREMENTS**

**Shipping Feed for Live Shippers**  
**Station Feed for Milk Feeders**

For Prices and Samples Write  
**V. R. COMBS,** Produce Exchange Bldg.  
KANSAS CITY, MO.  
**SALES MANAGER**

**WONDERFAT POULTRY  
FEED DEPARTMENT**

**ARCADY FARMS MILLING CO., Chicago, Ill.**  
**CLOVERLEAF MILLING CO., Buffalo, N. Y.**  
**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**  
**TRIANGLE MILLING CO., North Kansas City, Mo.**

**ALWAYS IN NEW BAGS**



## CHICAGO POULTRY.

## GOLF BULLETIN.

(Continued from page 22)

One of the latest contributors to the fund is the J. G. Cherry Company, of Cedar Rapids, Iowa, manufacturers of fillers and other equipment for the egg trade. This, it is said, represents the first contribution to be sent in from a member of the allied industry.

It is now the hope of the advocates of the advertising movement to make it more extensive than the original plans called for, and, while nothing definite has been done in this regard as yet, there is a strong possibility that the trade will rally to the call when further proof of the success of the present campaign is broadcasted.

## THE NATIONAL CONVENTION

At the executive offices of the National Poultry, Butter and Egg Association it has been announced that the Chicago general committee, representing the entire Chicago trade, working on the program of entertainment for the 16th annual convention of the association to be held at the Sherman Hotel, October 16th and 17th, has completed arrangements, and has mapped out a schedule of events which will surpass any previous work which the Chicago trade has done in this respect.

With the business sessions cut down to a minimum to allow the visitors to get all the enjoyment out of the Chicago trip they possibly can, the entertainment committee has taken a step forward and considered the ladies' capacity for feature parties. The banquet will be on the first evening of the meeting. So the committee has arranged for the ladies to have their annual luncheon at Marigold Gardens at noon of the second day. The ladies will be presented with a souvenir which will be "something every lady wants," and they also will be given something to take home to the children.

The men will also get a souvenir this year. This will be given out at the annual banquet, and it is said it will be worth the price of admission, which covers the cost of the dinner as well.

Mavor, William Hale Thompson is to be the speaker of the evening at the banquet.

A theater party at the Palace theater is arranged for following the banquet. The national has taken over the entire main floor of the house for the evening.

The golf committee, handling the tournament in conjunction with national convention has made all arrangements for a successful outing.

The Oak Park Country Club, which is considered one of the finest golf clubs in the West, will allow members attending the convention the privileges of their course. The committee has arranged a suitable tournament, without handicap, so that all member golf fans are requested to bring their golf paraphernalia to the convention and step out on Tuesday, October 17th.

Luncheon has been arranged for at the course, and dinner in the evening. There will be prizes for all.

This golf event is a new angle in the annual convention, and the committee wishes for a large attendance. The more the merrier.

The club has laid an assessment of \$10 for each member playing, which includes all expenses for the day. Remit check as soon as possible to Thos. Gallagher Jr., 165 W. South Water Street, Chicago, so that the committee may be able to notify the club just how many will play.

## NEW TARIFF.

Below will be found statement of the new tariff applying on eggs and poultry shipped from Canada to the United States, the figures being taken from the report of the conference committee September 12th.:

Par. 711. Birds, live: Poultry, 3c per pound; all other, valued at \$5 or less each, 50c each; valued at more than \$5 each, 20 per centum ad valorem.

Par. 712. Birds, dead, dressed or undressed: Poultry, 6c per pound; all other, 8c per pound; all the foregoing, prepared or preserved in any manner and not specially provided for, 35 per centum ad valorem.

Par. 713. Eggs of poultry, in the shell, 8c per dozen; whole eggs, egg yolk, and egg albumen, frozen or otherwise prepared or preserved, and not specially provided for, 6c per pound; dried whole eggs, dried egg yolk and dried egg albumen, 18c per pound.

Peck & Davis do a retail business at Pocasset, Okla., and handle poultry, eggs and cream as sidelines.

### READ IT AND USE IT.

C. H. Dickman, manager of the Kramer & Dickman Creamery Company, Minster, Ohio, sends us a letter he sent out some time back, just before the hot weather's arrival, with reference to the production, handling, care and marketing of eggs. This letter went out to his farmer trade and, undoubtedly, did much good. We would suggest that other dealers who contemplate action of this sort the coming season file this away for reference.

The letter reads as follows, it being headed: "More eggs; better eggs; more money:"

"We are now in the midst of hot weather egg production, and, to insure that the consumer gets the best egg possible, a few fundamental rules must be observed.

"1st. Swat the rooster, young and old, and produce infertile eggs. A fertile egg will incubate at 70 degrees, and many eggs, for which the producer is paid good money, will never reach the consumer, but, instead, will find their way to the city dumps or fertilizer plants.

"2d. Remove all broody hens to a pen before they get well started. Supply them with plenty of feed and water.

"3rd. Keep the hen house floor covered with clean litter and the nests well supplied with straw. On a rainy day keep the hens shut up until noon and produce clean eggs only.

"4th. Provide one nest for each five or six hens and have them located so that the hens need not have a choice for a certain nest.

"5th. Gather eggs twice a day and make sure that you find them all.

"6th. Store in a cool place. The cellar is usually the best place. Set your basket or case on a board or box. The cellar floor may be too wet and cause the eggs to mould. They should be graded and packed at once for delivery, and not rehandled.

"7th. Never sell eggs from a stolen, stray or new nest. The writer of this has always found them to be either partly dried out, stale, heated, partly hatched or rotten, and unfit for human food. Eat them at home or boil hard and feed to your young chicks.

"8th. Market eggs twice a week at least.

"9th. Sort out all small, undersized, cracked, thin-shelled, deformed and oversized eggs and sell them by themselves. Supply your hens with an abundance of fresh water and sour milk at all times,

and you will have fewer small eggs. Remember, every egg in a case must weigh 2 ounces (24 ounces to the dozen) or over to pass market standard requirements and city inspection for highest price.

"10th. Never wash dirty eggs. If you can't clean them with dry emery cloth or sandpaper, use them at home or sell with the small eggs. A dirty or manure-covered egg has lost its sweet flavor, which can never be restored.

"LAST, BUT NOT LEAST—Observe the above 10 rules and suggestions and sell your eggs to The Kramer & Dickman Creamery Company, Minster, Ohio, and you will be paid more money than you received before, especially so if you have chalk-white eggs."

### ABOUT USUAL CROP.

Brown City (Mich.) Cooperative Company: "During the flush of the season our weekly egg receipts run from 75 to 100 cases. Just now we are getting 20 cases per week, which compares favorably with what we were getting at this time last year. We are not buying poultry this year. Farmers are selling their surplus. We believe the turkey crop will be off one-half of last year's and that chickens, ducks and geese will be about the same."

### INSTALL MORE BATTERIES.

Benson (Minn.) Produce Company write: "We are putting in more feeding batteries in our place here. We will ship 120,000 pounds of poultry in October and are getting 30,000 pounds per week now. Our shipments are forwarded in carlots. Weekly egg receipts are running from 400 to 600 cases. The chicken, turkey and duck crop, in our judgment, will be larger than last season's, and the goose crop will be a normal one."

### SMALL EGG RECEIPTS.

The egg receipts of Harrison & Spayde, Bloomingdale, Mich., are very small. They advise that they do not handle poultry but that Bruce & Loreburgh do.

### FEW MORE EGGS.

F. E. Underwood, Belding, Mich., reports that he is getting five more cases of eggs per week than he was getting at this time last year. He does not handle poultry.

# **SHIP EGGS**

**TO**

## **Lewis-Mears Company**

**127 Reade St.**

**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker.**

## **Built Right---Sold Right POULTRY BOXES**

**Head Wraps--all sizes  
Parchment Paper  
Cement-Coated Nails  
Poultry Shipping Coops**

**EVERYTHING FOR THE POULTRY SHIPPER**

**We Supply First Quality Goods Only**

### **DAVENPORT LADDER CO.**

**Davenport, Iowa**

**Successors to F. SMITH & SON, Clinton, Iowa**

**BAD FIRE.**

Fire recently practically destroyed the plant of the Bloomington Produce Company, Bloomington, Ill., of which H. B. Patton is manager. While the losses are fairly well covered with insurance, the fire has practically destroyed the business organization. Mr. Patton advises that he will not be able to do any dressing until about November 1st. Rebuilding has begun. The credit and financial responsibility of the company are unimpaired and the business will be continued on a large scale as in the past.

**UP TO STANDARD.**

Hunt Produce Company, Aurora, Mo., expect to ship 30,000 to 50,000 pounds of poultry during October. Egg receipts are running from 50 to 60 cases per week, this being an increase of five cases as compared with receipts for this time last year. It is their opinion that the chicken crop will show an increase of 10 per cent; that the duck, goose and turkey crop will be as last season's.

**TOO DRY.**

Otto Thun, secretary and treasurer of the Thun Mercantile Company, Ashley, Ill., reports: "Farmers tell us that the extremely dry weather, which lasted for five weeks, has curtailed the egg crop. They are reporting big flocks of poultry. We do not handle poultry. We are, however, getting 10 to 15 cases of eggs per week, which is less than our receipts for this time last year by 15 per cent."

**NORMAL.**

Knauer & Sons, Avilla, Ind., expect to ship around 100 to 150 coops of poultry within the next 30 days. They are looking for a normal chicken, turkey, duck and goose crop. Farmers are not moving their hens very readily just now. The quality of eggs is good, although not showing any improvement as compared with recent years. Egg receipts are 30 cases per week.

**EXPECT USUAL CROP.**

W. R. Hollcroft & Son, Alton, Ind., report that eggs are very scarce, although they are shipping a few hens and some spring chickens. The poultry crop will be about the same as it was last season.

**MORE CHIX; LESS TURKS.**

P. N. Rupert, Okeene, Okla., advises that his weekly egg receipts are normal, that farmers are moving their poultry and that he is getting 50 coops per week. He looks for less turkeys, more chickens and for the duck and goose crop to be the same as last year's.

**GENERALLY SHORT.**

Four hundred pounds of poultry are being received weekly by H. C. Mankins, Sulphur, Okla. He believes that the turkey crop will be short in his territory, as well as late, that there will be only a few geese, one-fourth the usual chicken crop and no ducks. He expects to have very little poultry for shipment.

**RECEIPTS FAIR.**

J. E. Matthews, Ashland, Ohio, is getting less eggs than he did a year ago and is receiving from 12,000 to 15,000 pounds of live poultry per week. He has been shipping poultry in carlots since July 1st. He figures that there will be 15 per cent more chickens, 10 per cent less turkeys and the usual duck and goose crop in his section.

**TURKS LESS; OTHERS MORE.**

"We look for the turkey crop to be 50 per cent less than last season's and for the chicken, duck and goose crop to show an increase," write Smith & Barr, Beecher City, Ill. "Our egg receipts are about 50 cases per week, this being less than for this time last year. We are getting 600 pounds of live poultry per week."

**USUAL CROP.**

McFall & Burgess, Brant, Mich., write: "We estimate that we will have around 8,000 pounds of poultry for shipment within the next 30 days. We are getting 12 cases of eggs per week. There will be about the same-sized poultry crop this year as usual."

**WILL BE LESS.**

J. S. McCoy, Benham, Ind., looks for the turkey and duck crop to be less than last year's. He believes, however, that the goose crop will run about the same.

## LESS CHIX AND TURKS.

The Shirley Mercantile Company, Brewster, Kan., report egg receipts as 20 per cent less than they were at this time last year. Their poultry shipments for October will run around 30 coops. Indications in their section are that there will be less chickens and turkeys than there were last year but about the same amount of ducks and geese. Farmers are selling very little poultry right now, they say.

## FOURTH MORE.

"Our egg receipts are 50 cases per week," write the Hawkeye Produce Company, Chariton, Iowa, "which is about our normal receipts for the season. Farmers are beginning to move their poultry and we will ship two carloads per week. We handle both live and dressed poultry. There will be a 25 per cent gain in the poultry crop, we believe."

C. H. Corwin, Ashley, Mich., writes that he does not handle poultry and that egg receipts are very light.

## ABOUT THE SAME.

"My poultry shipments for October will run about the same as they did for this time last year," writes Edward W. Harperkamp, Augusta, Mo. My egg receipts are light. I look for the chicken and duck crop to be the same as last season's."

## CHANGE IN NAME.

Shotwell & Company are now the successors of Schermerhorn-Shotwell Company, Des Moines, Iowa, which firm was established in 1876 and are widely and favorably known in the trade.

## SELLING POULTRY.

The Swain Mercantile Company, Bakersfield, Mo., report egg receipts running around 15 to 20 cases per week. Farmers are commencing to dispose of their surplus poultry. They are getting 300 to 400 pounds weekly.

The Chapman Company, Cleveland, Ohio, write that they are not receiving many fresh eggs and that they look for the poultry crop to be the same as last year's.



10,000 MILES OF SERVICE



# Poultry SHIPPING COOPS

**BUILT  
LIKE  
A STEEL  
BRIDGE**



**STRONG  
BUT  
LIGHT**

Not only the superior Shipping Coop, but the best for feeding purposes.

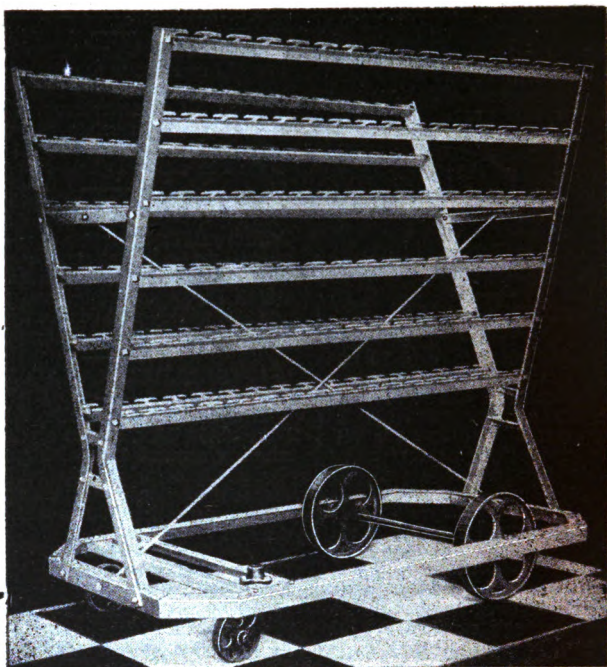
Do not confuse any ordinary wire coop with the "Steel Pyramid," which has stood the test for years.

Open mesh and pyramid shape provide the ventilation that saves cost of a coop in a season, through reduction of shrinkage of poultry in transit.

**United Steel and Wire Co.**

**Department 4**

**Battle Creek, Michigan**



## DANLEY SURE-GRIP COOLING RACKS

### All-Steel—Heavily Galvanized

**A**N INDESTRUCTIBLE rack. There are no fingers to break. Provides quick, thorough cooling without repeated handling. This means many dollars extra profits to every up-to-date Poultryman.

**DANLEY** Coolers pay for themselves many times over in a single season because:

**Ample Clearance** for air circulation.

**Takes Little Room.** The 192-fowl size occupies only 36"x67" floor space, easily passing through any cooling room door.

**Perfect Drainage.** The birds hang head downward.

**Improves Your Grades.** Each fowl is in full view and grading is easy with little handling. Keeps poultry clean.

**Strongly Made.** All steel except casters. Heavily reinforced. Base, uprights and bars are hot galvanized, rust-proof and cleanable.

We have just completed a large factory addition, and can ship promptly out of stock.

Write for prices and descriptive catalog

Don't miss our exhibit, Chicago Poultry Convention, October 16th and 17th. Call at Rooms 111-112, Sherman Hotel.

## Danley Sanitary Manufacturing Co.,

Department "Y"  
St. Johns, Michigan, U. S. A.

Western Representative: W. P. Kernan, 208 N. Wells, St., Chicago

# WHO HANDLES The GOOD Stock?

*Ask any Buyer on the New York market—  
Ask any Shipper in the territory where the Good Stock grows*

**The Answer Is the Same**

# GEORGE G. BROWN

**LIVE POULTRY  
EXCLUSIVELY**

**West Washington Market, New York**

*What more does the Shipper say?*

## BROWN

{ Has the Best LOCATION  
Has the Best FACILITIES  
Gives the Best SERVICE  
Gets the Best RESULTS  
Gives Me a SQUARE DEAL

*What more does the Buyer say?*

## BROWN

{ Gives Me A SQUARE DEAL  
And I Give Him the Preference

*What Else does BROWN do?*

**He pays for ALL wires coming and going when business offers**



## AVERAGE ON DUX AND CHIX.

Shoemaker Brothers, Deshler, Ohio, believe that the turkey crop will be small in their section, that there will not be many geese marketed, but that the duck crop will be an average one, as well as the chicken crop. Their poultry receipts are running around 50 to 60 coops per week; their egg receipts, 100 cases. Farmers have been moving hens quite freely since June 1st. They state that the quality of eggs has been fair and showing improvement over recent years.

## MORE GEESE AND CHIX.

Thirty cases of eggs are the weekly receipts of the Mendenhall Produce Company, Appleton City, Mo., which is about the same as they were getting at this time last year. They state that the quality is good, showing improvement over recent years. "We ship live poultry and are at present getting 30 coops per week. It is our belief that there will be an increase in the goose and chicken crop and a decrease in the turkey and duck crop," they write.

## MORE TURKS AND CHIX.

C. H. Hartley, Campbellsburg, Ind., does not ship poultry in carlots, although he is getting 20 to 40 coops per week. His weekly egg receipts are 45 cases, this being 10 per cent more than he was getting at this time last year. He expects 10 per cent less turkeys, 10 per cent more chickens and about one-half the usual amount of ducks and geese.

## FOURTH MORE CHIX.

The Breckenridge (Mich.) Produce Company do not ship poultry in carload lots. It is their opinion that the chicken crop will be 25 per cent more, the duck crop 15 per cent more, the turkey crop normal and the goose crop 10 per cent less than last year's. Weekly egg receipts are 200 cases.

## AVERAGE CROP.

Kelley Produce Company, Charles City, Iowa, look for the average crop of chickens. Farmers are disposing of their surplus poultry. "Our egg receipts are normal and running from 100 to 150 cases per week. About 4,000 pounds of live poultry is being received weekly."

## HAVE NEW STORAGE.

Taylor Produce Company, Battle Creek, Mich.: "We are just completing our new cold storage plant, costing \$90,000. We do not handle poultry, but our egg receipts are running around 75 cases per week. The quality is not very good. Farmers are selling their surplus hens."

## FARMERS SELLING NOW.

One thousand five hundred pounds of poultry per week are reported by The M. L. Weisenbarger Company, Arcanum, Ohio. They find farmers are getting rid of their surplus hens now. Their egg receipts are showing an increase over the same time last year.

## EXPECTS FIFTH MORE.

J. C. Leonard, Bucyrus, Ohio: "My belief is that this year's chicken crop will show an increase of 20 per cent, but that there will be the usual turkey, duck and goose crop. Poultry receipts are running from 6,000 to 8,000 pounds per week; egg receipts, 300 cases."

## SURPLUS MOVING WELL.

C. Erikson Company, Askov, Minn., report that their egg receipts are 10 to 15 cases per week, which is a little more than they were getting at this time last year. The quality is showing improvement. The movement of surplus poultry is in full swing now. Their weekly poultry receipts are 15 crates.

## SHORT OF LAST YEAR.

The Askov (Minn.) Mercantile Company write that the quality of eggs has been exceptionally good, that their receipts are 20 to 25 cases per week, which is one-half less than they were getting at this time last year, and that they are getting a few coops of poultry weekly.

## BEEN MOVING RIGHT ALONG.

Rigney & Haney, Arthur, Ill., report that poultry has been coming in all summer, and that they look for the turkey crop to be light and the chicken crop to be heavier. Their egg receipts are low at present—10 cases per week.

F. W. Meryhew, Ashton, Mo., reports practically no receipts of eggs but that farmers are selling some poultry.



**HAS THE GOLF "DISEASE." PLENTY POULTRY; FEW CARS.**

W. Harry Davis, of the Chicago Mill & Lumber Company, has been calling on a number of jobbers for his house and spent a day in Waterloo recently with Harry Limbert, of the Waterloo North Star Company. We don't know how much business these two fellows did together, but they certainly put in a number of profitable hours on the two golf links near Waterloo. Harry reports that his assistant, R. H. Barter, who has been in the hospital of late for an operation, is back on the job again, which will be good news to his many friends all over the egg and poultry shipping territory.

**BEGINNING TO SELL.**

A. W. Brownson, Casey, Iowa advises that his egg receipts are one-fourth more than he was getting at this time last year. Farmers are beginning to move their poultry.

J. W. McClintick, Broughton, Kan., says that he handles very little poultry. Swift & Company collect most of it by truck. He is getting some eggs.

Loeb, Cooney & Loeb, 1052-1054 Fulton Market, Chicago, write: "We believe that for the holidays we are going to see an enormous amount of poultry purchased on this market. We think there is fully 30 per cent more poultry in the country than there was a year ago. Our representative was out last week in the nearby towns in Illinois and everybody he saw that should be posted said there was plenty of poultry but insufficient transportation available."

**FOURTH MORE CHIX.**

Ten to 20 coops of poultry are being received weekly by Fred O. Gay, Castalia, Iowa, as well as 10 cases of eggs. Farmers are commencing to sell their poultry. He figures that this year's chicken crop will show an increase of 25 per cent.

**GOOD RECEIPTS.**

J. A. Strohm Company, Carroll, Iowa, advise that they do not handle poultry. They are, however, getting 50 cases of eggs per week.

# A Real Bargain

One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

**BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER.** You will be surprised at the great saving in a short time. Send your order today.

**Price, \$3 for Both Tools**

**Aitamont Manufacturing Co.**  
**ALTAMONT, ILL.**

**Egg Cases, Fillers, Excelsior Pads, Nails, Coops, Barrels, Etc.**

# Where You Will Meet

**October 16th, 17th, 1922  
National Poultry, Butter and Egg  
Association**



**Hotel Sherman, Chicago's largest hotel,  
wisely selected as convention meeting place  
and headquarters by your committee for  
your 1922 Convention.**

The many pressing questions of the day affecting the trade make it imperative that every member attend the 1922 convention. The great new Hotel Sherman—the largest and most modern hotel in Chicago—has been selected as your meeting place and headquarters.

While your attendance is needed for serious matters, elaborate arrangements have been made for your entertainment as well.

This company will have headquarters at the Hotel Sherman, and our representatives hope to renew old acquaintances and meet new friends. Arrange to meet your friends at our room, No. 306.

**"See You in Chicago."**

## **The Creamery Package Mfg. Company**

**1408-10 W. 12th St.**

**Kansas City, Mo.**

**113-15-17 S. Tenth St.**

**Omaha, Neb.**

**61-67 W. Kinzie St.**

**Chicago, Ill.**

**406-8 Sycamore Street**

**WATERLOO, IOWA**

**318-20 Third St. N.**

**Minneapolis, Minn.**

## GOOD BUSINESS.

Roy White, successor to J. C. Blackwood, Buffalo, Kan., expects to ship 100 coops of poultry during October. He is getting 50 cases of eggs per week. Surplus poultry is now being sold by farmers. He is not a carload shipper.

## EXPECTS MORE.

"I am getting five to eight coops of poultry per week," writes J. W. Howell, Aullville, Mo., "but I look for larger receipts a little later on. Egg receipts are normal, as compared with those received at this time last year. The chicken crop will be larger than last season's, I believe."

## WHAT REFRIGERATION DOES.

Westcott & Winks, whose headquarters are at Sumner, Iowa, report that last year they handled their entire poultry pack and had it arrive at destination in good condition, with the exception of one car. So much for ability to control temperatures.

## THE SAME.

H. O. Moore, Ashton, Ill., reports that farmers are marketing their surplus poultry and that his egg receipts are about the same as for this time last year.

**Wayne & Low, Inc.**

**Commission Merchants  
EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

**Bickel & Miller**

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA.**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**

**S. S. LONG & BRO., INC.**

**WHOLESALE DEALERS IN  
BUTTER, EGGS AND CHEESE**

**42 North Moore St.  
NEW YORK**

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments**

**WHEN YOU WANT THE COIN—SHIP TO COYNE  
ESTABLISHED 1894**

**COYNE BROTHERS**

**CARLOTS OR LESS**

**Butter, Eggs and Poultry**

**Financial Responsibility Exceeds \$200,000.00**

**Telephone Main—2834**

**119 W. Southwater St.**

**CHICAGO**

STATEMENT of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, of The Egg Reporter, issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th, at Waterloo, Iowa, for October 1, 1921.

State of Iowa }  
County of Black Hawk } ss.

Before me, a notary public in and for the State and county aforesaid, personally appeared E. R. Shoemaker, who, having been duly sworn according to law, deposes and says that he is the manager of The Egg Reporter and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation) etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher Fred L. Kimball Company, Waterloo, Iowa; editor, E. R. Shoemaker, Waterloo, Iowa; managing editor, E. R. Shoemaker, Waterloo, Iowa; business manager, E. R. Shoemaker, Waterloo, Iowa.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.) John Andrews, E. R. Shoemaker, Geo. B. Miller, Waterloo Engraving & Service Co., May L. Shoemaker, A. E. Haswell, Hugh G. Van Pelt, M. H. Kimball, Waterloo, Iowa; Huse Publishing Co., Norfolk, Neb.; J. A. Walker, Chicago, Ill.

3. That the known bondholders mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: (If there are none, so state) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contained not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corpora-

tion has any interest, direct or indirect, in the said stock, bonds or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed through the mails or otherwise, to paid subscribers during the six months preceding the date shown above, is: (This information is required from daily publications only.)

E. R. Shoemaker, Manager.

Sworn to and subscribed before me this 2d day of October, 1921.

W. L. RICHARDSON,  
Notary Public.

(My commission expires July 4, 1924.)

### LITTLE CHANGE.

Berry Produce Company, Seminole, Okla., successors to the Seminole Produce Company, report that their egg receipts are somewhat less than they were at this time last year. It is their opinion that the turkey, duck and goose crop will be the same as last year's, but that there will be a third less chickens. The live poultry receipts are 500 pounds per week. In the spring they expect to ship in carlots.

### SHIPPING BY TRUCK.

H. J. Schumacher, Chatsworth Iowa, says that his poultry receipts are small. He is not buying eggs just now. He moves his poultry by truck. The chicken crop will be the same as usual, he believes. In the near future he contemplates building feeding yards.

### EXPECT MORE.

From 500 to 1,500 pounds of poultry and from 10 to 25 cases of eggs are being received weekly by the J. W. Hicks Produce Company, Ainsworth, Neb. Just at present they are shipping live poultry. They look for the poultry crop to be larger than last year's. A new dressing room is being added to their plant.

### MORE CHIX.

"Very little poultry is being moved now," says J. A. Anderson, Barrett, Minn., "and my egg receipts are small. I believe the chicken crop will be 25 per cent more than last year's. However, I look for the average turkey, duck and goose crop."

After you have borrowed \$5 it becomes capital. The effort of the lender to get his money back is labor.

## MORE CHIX AND TURKS.

"We are not doing much in the poultry business," reports Reed's Store, Barnett, Mo., "due to the Missouri Farmers' Association having an exchange here. We will not ship poultry in carlots this year. We look for the chicken crop to be from 15 to 20 per cent larger, the turkey crop to be 10 per cent larger than last season's and the duck and goose crop to be an average one. Our egg receipts are running about the same as they did for this time last year. Poultry receipts are light."

## FROM KANSAS.

Twelve to fifteen hundred pounds are the weekly poultry receipts of The Farmers' Mercantile Association, Bennington, Kan., and their egg receipts are running around 30 to 40 cases

## CARLOADS IN JANUARY.

Sawyer Produce Company, Lindsay, Okla., are receiving 1,000 pounds of poultry per week, as well as some eggs. During January they will ship poultry in carload lots.

## ABOUT AS USUAL.

Earl Barr, Beecher City, Ill.: "My poultry receipts for the month of September were 50 coops, and I expect my October shipments to run about the same. During the cold weather I ship dressed poultry. Just at present, however, I am shipping live poultry. Although I believe there will be less turkeys marketed here than last year, I look for the usual duck, chicken and goose crop. I do not handle eggs."

## FIFTH MORE CHIX.

The Bertrand (Mo.) Mercantile & Grain Company do not buy poultry. Their egg receipts are very light. They look for the chicken crop to show an increase of 20 per cent over that of last year's.

## MORE EGGS.

W. S. Mauzy, Anderson, Ind., is getting 10 per cent more eggs than he was getting at this time last year, his receipts running from 40 to 50 cases weekly. He figures that he will ship around 20,000 pounds of live poultry within the next 30 days and finds farmers are now moving their surplus poultry.

## THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

**RECOGNIZED AS THE LEADING  
HOUSE FOR THE HANDLING OF**

# **Fancy Poultry**

## **YOUR JUDGMENT**

**On our sales is the only con-  
sideration. Have we not proven  
that confidence is never misplaced**

**IN**

# **SAMUEL WERNER, Inc.**

## **LIVE POULTRY**

**EXCLUSIVELY**

**WEST WASHINGTON MARKET  
NEW YORK**

**WE LIVE UP  
TO OUR REPUTATION FOR  
CLEAN-CUT BUSINESS  
DEALINGS**

# **Fulton Market Cold Storage Co.**

**Fulton & Morgan Streets  
Chicago**

**Unexcelled Facilities**

**Superior Service**

**Liberal Advances**

**Low Insurance**

**Capacity, 4,000,000 cubic feet**

Most modern equipment in use in cold storage houses; reinforced concrete construction, automatic sprinklers, etc.

Located in the heart of the Fulton and Randolph Markets and on the edge of South Water Street, yet out of the congestion of the loop district.

Direct connection with C., M. & St. P. and Pennsylvania Railroads.

**G. H. Iversen, Manager**

**G. W. Bodmer, Assistant Treasurer**

**The TITE-PACK Will Stop Your Breakage---This has been Tried, Tested and Proven**

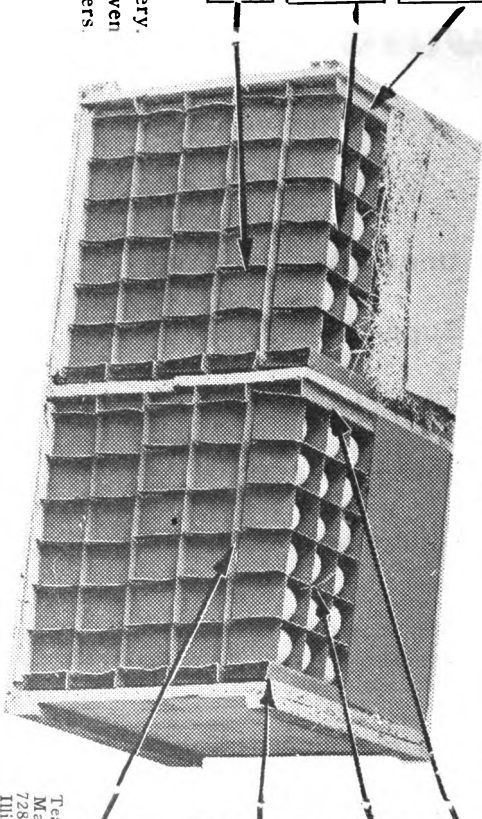
**THE REASONS**

The Flap Prevents Shifting of Eggs in Case. The Filler Is Prevented from Buckling.

Same as Standard Filler. Your Men Will Handle Just as Many Cases Per Day

The Lock You Cannot Shake Apart.

Now ready for delivery. Prompt attention given large and small orders.



The Flap Acts As a Support to Each Individual Egg Cell.

For Large Eggs, Use Our High Fillers. No Breaking on Ends.

This Feature Provides Extra Cushion for Eggs.

IT Has Been Con-clusively Proven That It Is Absolutely Un-necessary to Use Extra Pads with the TITE-PACK.

Tear Out Coupon Below and Mail to Tite-Pack Filler Co., 728 W. Madison St., Chicago, Illinois.

Please send me a sample of the TITE-PACK FILLER in a small egg case. FREE of charge to me. We use . . . . . sets per year.

NAME.....

ADDRESS.....

Eggs are arriving daily at Chicago and seaboard with no breakage

**TITE-PACK FILLER CO.**

728 West Madison Street

CHICAGO



# Creameries

Located in producing sections where it is practical to make part or all of their

## BUTTER

From  
PASTEURIZED SWEET CREAM

Knowing the unceasing effort we have made from the marketing end of the line to gain for this grade of Butter the recognition that is justly due it as the

**MOST WHOLESOME, BEST KEEPING and HIGHEST  
STANDARD OF QUALITY**

Other merchants in other markets are following our lead and public demand is rapidly increasing. It is essential that larger production be maintained that this new demand be supplied and no ground lost in affording the public the best product American buttermakers can produce and in turn insuring them of proper return for the extra care and expense attending its manufacture.

There are naturally short periods when curtailed supplies of fresh make disturb the normal difference in value between sweet cream Butter and that made from sour cream—but to curtail in any degree your output of sweet cream Butter loses valuable ground with the public who are daily demanding in increasing numbers the brands that are known as "Sweet Cream Butter."

**KEEP YOUR PRODUCTION UP TO THE LIMIT  
OF YOUR CAPACITY**

## Gude Brothers, Kieffer Co.

**Wholesale Receivers and Distributors**

### **BUTTER, EGGS, CHEESE**

Distributors of the famous  
**GUDE'S Royal Butter**

Made from SWEET CREAM that has been  
PASTEURIZED

**21 JAY STREET  
NEW YORK**

**Mr. R. A. ADAMS and Mr. C. E. EELLS**  
will attend the National Poultry, Butter and  
Egg Ass'n Convention in Chicago, Oct. 16-17

**Superior Storage Service**  
**Poultry-Butter-Cheese**

**Union Terminal**  
**Cold Storage Co.**

**JERSEY CITY, N. J.**

**TRACK CONNECTIONS WITH ALL RAILROADS**

**Manhattan Refrigerating Co.**

**NEW YORK CITY**

**ON TRACKS OF NEW YORK CENTRAL R R.**

**Kings County Refrigerating Co.**

**BROOKLYN**

**Modern Warehouses—Proper Temperatures—Low Insurance—Unequalled Railroad Facilities—Ideal Location for Selling and Distribution—Liberal Advances**

**GENERAL OFFICES**

**525 WEST STREET**

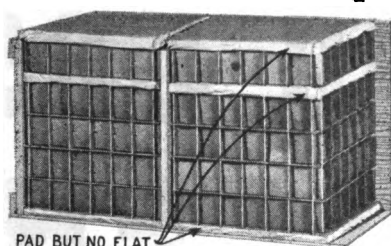
**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

# **Southern Egg Case Filler Company, INCORPORATED**

**Manufacturers of**

**HIGH GRADE**

**T I T E - L O C K**

# **Egg Case FILLERS**

Our fillers and flats are full weight and of uniform thickness.

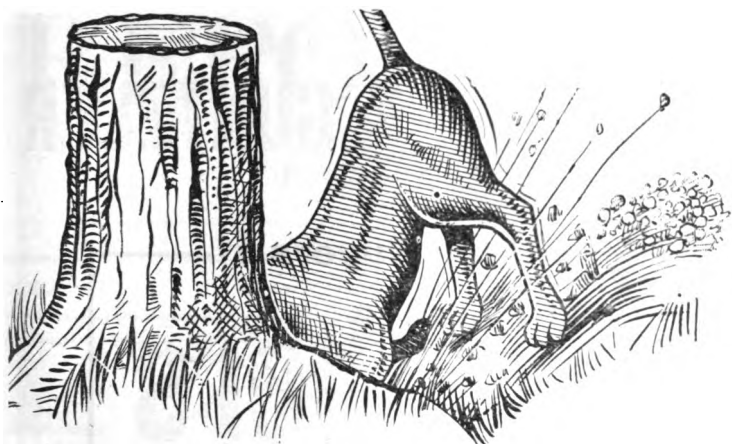
We are affiliated with the largest strawboard mill in the south, manufacturing our egg case filler board under special process, which makes our filler odorless.

Please write for samples and prices.

Capacity, two cars per day.

**Southern Egg Case Filler Co.  
INCORPORATED  
NEW IBERIA, LA.**

# Dig Out the Facts



## But Don't Let Them Get Away From You

Keep in mind that you cannot afford not to use **Cholerine** at all times, whether you milk feed, use soft mash, or dry feed.

There is no preparation or feed that can effectively supplant **Cholerine**.

Over a period of 20 years the largest carlot feeders and shippers in the country have proven, after scientific tests, that **Cholerine** is invaluable to keep down disease and shrinkage and show increased gains.

**Germo Magic  
Lice Killer**

**Germo  
Carboline**

A powerful insecticide for the elimination of lice, mites and all insects.

A coal tar creosote and general disinfectant and deodorant.

Write for booklet and detailed information.

**Germo Manufacturing Company**  
**Germo Building      St. Louis, Mo.**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

V. XXVIII

OCTOBER 20, 1922

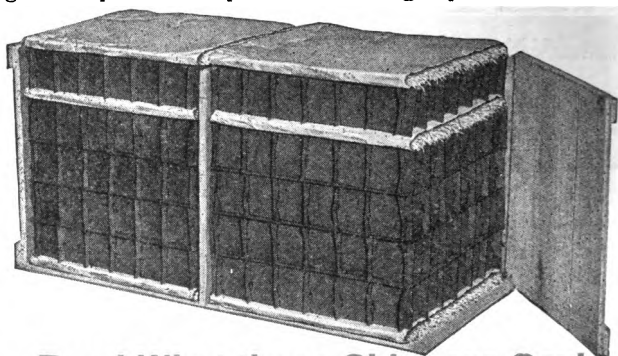
Number 1

If business is as dead as  
some folks say, it must  
have gone to heaven,  
for the Good Ones are  
still getting it.

—*Hal Hoakum*

# Great Progress Has Been Made In Standardizing Egg-Packing

The use of "Cherry" DOUBLE-LOCK Hard-Calendered Fillers, in conjunction with six excelsior pads, as illustrated, has reduced breakage in shipment to a point never thought possible.



## Read What these Shippers Say!

With reference to our shipment of eggs this season, we have been putting them up six Excelsior Pads to the case with Cherry Fillers, and our claims on breakage have been nothing compared to former years. We recommend this style of packing to anyone who wishes to put up a neat package, and also to eliminate breakage in transit.

Signed—W. L. Davis, Mgr. Egg & Poultry Dept., Iowa City Produce Co., Iowa.

We have had wonderful success since we have been using the excelsior pads. 97% of our cars are going through without damage. We have reduced our loss to practically nothing by proper care in using excelsior pads, and in the loading of cars. We believe we are having wonderful success inasmuch as 75% of our business consists of mixed cars, and the damage is liable to be more where the mixed car system is used.

Signed—R. G. McFarland, Treas. J. H. Neil Creamery Co., Inc., Tama, Iowa.

Regarding the use of six excelsior pads will say that our entire output for the season has been six pads and Cherry Double-Lock Fillers. We find, as

Write for a sample of "Cherry Fillers." When you see them you will understand how and why they protect the eggs.

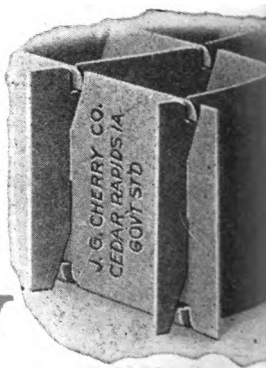
a result, our breakage has been reduced to a minimum. We strongly recommend to anyone inquiring that same combination is the best we have found to date.

Signed—R. A. Maine, Central City Produce Co., Central City, Iowa.

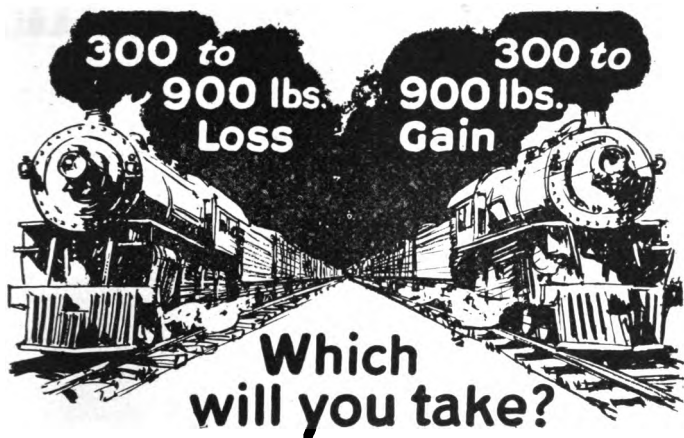
We have been using 6 pads to the case and we do not have the breakage that we did with the excelsior nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put it in their tariff that everyone must use them or charge a higher rate on loose excelsior.

Signed—C. C. Pickerell, Mgr. The Hawkeye Produce Co., Chariton, Iowa.

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.







You can get big gains in weight of carlot birds! Why accept losses or mediocre gains? If you secure less than 700 lbs. average gain per car, on long distance shipments, you are obtaining less than the Purina average, and far less than many shippers enjoy.

### **Carlot Gains from "Fatena"**

One feeder of Purina Chicken Fatena reports over 900 lbs. average gain on several cars shipped; no losses. Another reports 7 cars with a gain of over 6,000 lbs. in one week; no losses.

Still another reports having shipped year after year with a good gain on every single car since he has fed Fatena. And there are numerous others whose names we will gladly send you on request. Write for complete information.

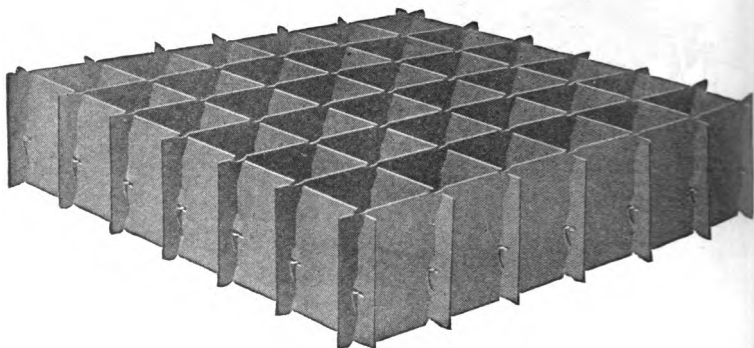
*Say the Word Today!*

**Purina Mills**

984 Gratiot St., St. Louis, Mo.

Ft. Worth    Nashville    Buffalo





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII      WATERLOO, IOWA, OCTOBER 20, 1922      No. 9

## The National Convention

### THE NEW OFFICERS.

President, Henry Pfeiffer, Logansport, Ind.

First vice-pres., C. S. Borden, Chicago, Ill.

Second vice-pres., M. A. Hagensick, Chicago, Ill.

Third vice-pres., Geo. H. Broeder, St. Louis, Mo.

Secretary, F. G. Heilman, Chicago, Ill.

Treasurer, F. A. Kelly, Chicago, Ill.

### Executive Committee

L. B. Kilbourne, Chicago, Ill.

Gus Ludwig, Jersey City, N. J.

O. I. Clevenger, Marion, Ohio.

R. R. Baer, Topeka, Kansas.

### Directors

F. G. Urner, New York City, N. Y.

J. F. Grennan, Garnett, Kansas.

A. F. Thibodeau, Detroit, Mich.

Lee Goss, Minneapolis, Minn.

Fred Heger, St. Louis, Mo.

Gus Schlosser, Frankfort, Ind.

J. C. Boettcher, Weimar, Tex.

J. M. Morris, Philadelphia, Pa.

A. E. Mills, Boston, Mass.

C. B. Bowen, Rolfe, Iowa.

### State Vice-Presidents

Alabama—B. R. Martin, Florence

Arkansas—Henry Boggs, Fayetteville

Australia—P. Duffy, Sydney

California—Fred King, San Francisco

Canada—H. R. Gray, Montreal

Colorado—Lester Bear, Denver

Connecticut—James P. Berry, Hartford

Cuba—A. Armand, Havana

District of Columbia—W. G. Carter, Washington

Florida—C. G. Hilderly, Tampa

Kansas—W. F. Metz, Concordia

Louisiana—H. Goodman, New Orleans

Kentucky—Norman I. Taylor, Burnside

Maryland—Arthur Medwedeff, Baltimore

Massachusetts—L. E. Chapin, Boston

Michigan—Geo. R. Eldredge, Detroit

Minnesota—William Samels, Minneapolis

Mississippi—C. W. Scott, Myrtle

Montana—W. F. Henningsen, Butte

Nebraska—Geo. E. Clark, Omaha

New Jersey—John Augenblick, Newark

New Zealand—R. L. Woodhouse, Auckland

North Dakota—R. F. Bridgeman, Grand Forks

Ohio—W. J. Thompson, Cleveland

Oklahoma—J. M. Patton, Lawton

Oregon—E. J. Dixon, Portland

Pennsylvania—S. S. Daniels, Philadelphia

Rhode Island—C. F. Cooper, Providence

So. Dakota—Henry J. Kuhle Jr., Salem

Tennessee—Geo. M. Brooks, Martin

Texas—Jeff Brewster, Houston

Vermont—C. A. Mentzer, North Williston

Virginia—W. B. Clark, Culpeper

Wisconsin—S. D. Eckel, Manitowoc

### Sergeant-At-Arms

Alex Moir, New York City, N. Y.

The 16th annual convention of the National Poultry, Butter and Egg Association is over. The results, so far as the election is concerned, are shown above. The results, so far as the meeting itself is concerned, will be hard to measure and will be distributed over the years to come.

It was a great convention. Everybody admitted that. And there seems to be almost unanimous approval of the arrangement of the officers which left a maximum of time for circulating among the delegates on the convention hotel floor, and which confined the actual business of the session to a few interesting meetings. The luncheon on Monday and the banquet Monday night seemed to meet with hearty approval of all.

The Chicago committees certainly outdid their previous efforts and are entitled to and are receiving the congratulations and thanks of all who attended.

### THE LUNCHEON

The convention proper really opened with the luncheon on Monday, which was presided over by President I. M. Klein. Mr. Klein, in his brief address, commended all the officers and workers in the organization for their untiring efforts and sacrifice the past year, which have been responsible for the suc-

cessful outcome of the work. He expressed his great interest in the organization, and pledged his support to his successor when he should have stepped out of office.

M. A. Hagensick, who is secretary of the Iowa Wholesale Poultry, Butter and Egg Association, and also an officer of the national organization, felt that the \$25 which the members pay each year for the membership in the National Poultry, Butter and Egg Association yields the biggest returns of any investment that any poultry, egg or butter shipper makes. He realized the need for more members, which only means more revenue, which, in turn, means that the organization can be that much more efficient and can do that much more good.



HENRY PFEIFFER

President, National Poultry, Butter and Egg Association

He recalled the early days of the organization—from 1906 on—when the National Poultry and Game Association was originally organized with nominal dues of \$5, and also traced the movement of it west and the eventual organization of the present association.

He suggested that there are many things the organization could, with proper help do, and referred to the fact that through organization it is possible to do what can not be done otherwise, citing the fact that the Iowa members are now buying practically 90% of the poultry on a graded basis, this being due to the educational efforts and the cooper-

ation of the buyers through the Iowa organization.

D. N. Lightfoot called for a meeting of all live poultry shippers immediately following the luncheon.

President H. E. Van Norman of the National Dairy Congress, which is to hold its session in the United States next year, spoke briefly of that big coming event. Mr. Van Norman has visited 10 countries this past year and finds that they feel there that the organization habit is much more highly developed in America than elsewhere. He suggested, too, as an indication of the size of our industry, that if we would sell all of the cattle and hogs and wheat in the country, the income from this would not be as much as the yearly income from the sale of our dairy products. The dairy industry is a world industry, and whether the price of butter is sufficient or not seriously affects conditions, and affects them widely. "Prosperity," said Mr. Van Norman, "is ahead of the printed page. The newest thing that has been done has not yet been in print. It is hoped that the congress of next year will be able to bring together from various points these new things which have not yet gone into print and distribute them to the trade in a way that will make them accomplish most." Incidentally, Mr. Van Norman said that 27% of our children in this country are illy fed. There is a great deal for us to do, then, in preaching the proper diet, such as milk, eggs, chickens, cabbage, etc.

During the luncheon reference was made to the serious illness of Assistant Secretary William J. O'Keefe, of the National Poultry, Butter and Egg Association—familiarily known as "Billy"—and a voluntary subscription was taken for him at that time, which, before the convention was over, amounted to \$1,500. All of this the members gladly sent to Mr. O'Keefe, merely as a tribute to him and an expression in a weak way of their appreciation and affection for him.

The report of the treasurer, F. A. Kelly, Chicago, showed a net balance of \$24,774.19, which is about the same as was on hand at this time last year.

Mr. Kelly recommended that every effort be made to increase the membership, which would increase the cash resources so that, in case any extraordinary matter should come up which required additional

expense, it could be met promptly and to the interest of all concerned.

#### NOMINATIONS.

The nominating committee with C. E. McNeill acting as chairman in the absence of W. H. Whitcomb—the other members being Geo. H. Broeder, J. A. Long, C. B. Bowen, and Frank J. Goffney—reported as their selections to fill all the association officers. The list as reported by the committee and as elected later appears in the early part of this report.



M. A. HAGENSICK  
Vice-President, National Poultry, Butter  
and Egg Association

#### THE ANNUAL BANQUET.

The annual banquet, as is usual, occurred on Monday evening at the Hotel Sherman and was attended by what was estimated to be around 900 people. This was one of the largest banquets the organization has ever held and one of the most pleasant as well. Each gentleman present received a pocket knife as a souvenir.

Oscar W. Olson of Chicago was toastmaster again—and he is a good one. His talk was short but to the point and one that was calculated to liven up the meeting preceding the appearance of the only speaker on the official program, Mayor Wm. Hale Thompson of Chicago. He

expressed interest in the trade represented there that night and also called particular attention to his efforts in connection with pure foods, good foods and the right kind of foods for the people of Chicago.

Following the banquet, which was concluded about 8:45, the members were taken to the Palace Theatre, where the main floor and part of the balcony had been reserved. Here a vaudeville performance was enjoyed.

#### TUESDAY MORNING SESSION.

On Tuesday morning the first official business session was held. At it a number of important matters were discussed, and particularly the need for an educational campaign. Mr. Broeder of St. Louis believes that school children should be taught more about cold storage facilities and what cold storage does. He referred to the work that has been done by the large dairies in his town in connection with acquainting the school children with milk and its use, and also referred to the methods which formerly were practiced by the large brewing concerns. He believes, although the trade may think otherwise, there is just about as much prejudice against cold storage products today as there ever has been.

Mr. Jones referred to a voluntary survey which was made by himself and Bert Ball of diet and health and living conditions in certain near-Chicago and in-Chicago districts a number of years back. In fact—it had to do with a survey of the milk situation in a territory around Chicago. He believes that the present activities in connection with the milk supply date back to that effort so far as Chicago is concerned. The advisability of putting this matter into the public schools and of getting something concerning eggs, poultry and cold storage into textbooks which are used regularly was discussed.

Secretary Jones suggested that we are not doing very much for ourselves, that, among other things,

(Continued on page 20)

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**  
**Total Space Cooled, 16,400,000 cubic feet**

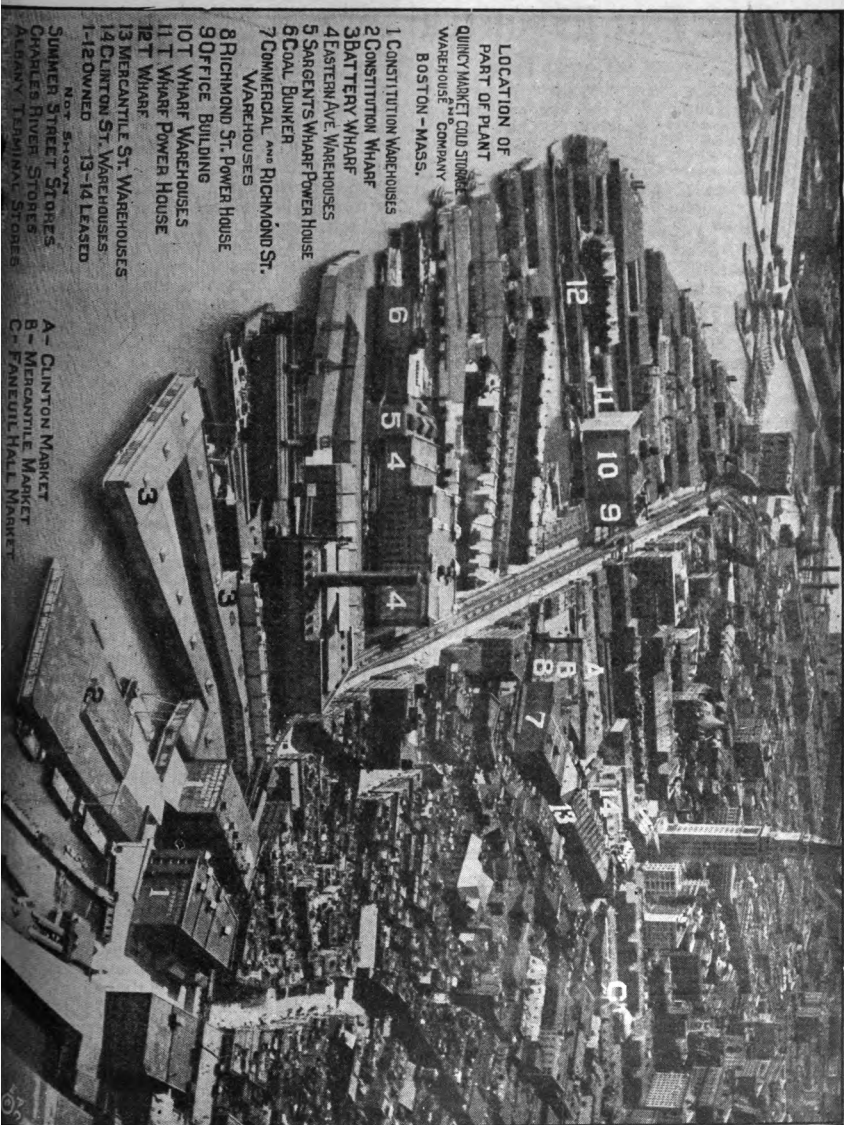
**Best Service for**

# EGGS BUTTER POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

## GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

## PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., OCT. 20, 1922

POSSIBILITY of earlier release of the monthly government cold storage report on butter, eggs, and cheese is under consideration by the United States Department of Agriculture. At present the department issues a preliminary report on the 5th of each month, based on telegraphic advices from a large number of warehousemen. The figures in this report tally so nearly with those in the final report based upon figures subsequently mailed in by the 1,200 reporting warehousemen that it is thought that what is now the preliminary report may be developed as the final report. The

speeding up of the complications will depend upon the close cooperation of the trade in submitting reports promptly to the department. In this the department has been promised the cooperation of the American Warehousemen's Association, so far as the members of that organization are concerned, and efforts will be made to get the remaining cold storage men to send in their reports at an earlier date each month. The present preliminary report, based on telegraphic advices, will be made the final report if enough warehousemen can be induced to telegraph their figures so that the report issued by the department will be truly representative of the situation. Plans for the new arrangements are now being worked out and will be announced at an early date.

THE orders the railways have placed thus far this year for locomotives and freight cars show in an unmistakable way, apparently, that the roads are using such available resources as they have to increase their facilities. During the year 122,953 freight cars have been ordered—that is, up to October 15th. This exceeds the average annual records of both the last five and the last 10 years. In fact, in only three years of the last 10 were larger orders placed, namely, in 1912, 1913 and 1916. The average number of cars ordered annually in the 10 years ending with 1921 was 106,469 and in the five years ending with 1921 it was 64,619. Since January 1st, 1,792 new locomotives have been ordered. The average number ordered annually in the 10 years ending with 1921 was 2,118. It is the belief of railway managers that traffic will continue to move in increasing volume. It is also interesting to note that shipments in less than carlots during the past year have been much greater than ever before and that these shipments have consisted chiefly of finished products.

AFTER looking them over as they pass along we have decided that some of our girls are about out of clothes.

You wouldn't think, would you, that Lena Hug, at Polk City, Iowa, would be a bad girl to know?

WHAT we need is someone to make us do what we can.



## CHICAGO EGG MARKET.

STORAGE WITHDRAWALS FAIRLY LIBERAL—HOLDINGS BELIEVED TO BE PRETTY WIDELY OWNED—EVIDENCE IS SEEN OF HOLDERS BEING WILLING TO CUT THE PRICE TO UNLOAD THE HOLDINGS.

The egg market at Chicago appears to be at the fork of the road. For three or four weeks now there has been practically no trade in the wholesale market, although withdrawals from storage have been fairly liberal, which goes to bear out the assertion so frequently made that dealers everywhere who are generally buyers from this market are this year owners of stocks of eggs and are using of these stocks as fast as possible in the hope of getting out from under before any real break in the market developed. This same fact is the strongest factor in the market today. When buying does open up the whole buying power of the country will be thrown onto the reserve stocks of the big markets, and the resulting movement ought to be eminently satisfactory. One can't take his pencil and figure the apparent withdrawals from storage as against stocks on hand, and come out with any satisfactory conclusion. It does look as though we are going to have too many eggs, in spite of all our advertising campaigns and the efforts everyone is putting forth to crowd every possible outlet.

Statistically, the only redeeming feature is the present prices compared to prices last year, and this will be particularly important in the month of December. In December, 1921, prices advanced to 41c in a shipping way for the best eggs out of Chicago, and up as high as 47c, 48c, and 50c for the satisfaction of December contracts on the future board. There were no eggs put into consumption at these last figures, but a good many eggs were kept out of the market that would have gone into consumption, had the price not been prohibitive. The average movement out of storage during October, 1922, in the four markets, was 30,000 cases a day, 38,000 in November, and 31,000 in December. With ordinary conditions and ordinary winter weather, there is no reason why December should not outstrip November in the quantity of storage eggs consumed. Our excess today is but slightly over 1,500,000 cases. With a normal December at least

one-third of the excess should be overcome during that month.

We said the market was at the fork of the road. It appears to be. Holders of eggs, and particularly the small holders, of whom there are legion this year, are beginning to get nervous over their stocks and are commencing to think of concessions in price in order to move them. The psychology of the market is the most interesting study, without reference to thought transfer or anything occult. Nevertheless, it remains that, when this idea of cutting prices to sell becomes prevalent, it often creates conditions bordering on the panic. We believe the next two weeks will be extremely crucial and that either the market will set a new low level or trade outlets will develop which will cause a good, heavy movement of eggs through wholesale channels and a much better feeling toward the market by the wholesale trade.

Prices have declined on both spot and future deliveries since our last report. In futures, November and December deliveries naturally attract the most attention. These options have declined 3-4c to 1c the past fortnight. Spot deliveries of storage eggs are off practically the same.

Eggs which could be sold with reasonable freedom at 27½c are now begging an outlet at 26½c. This is about the range of prices today for the best standard grades of spring storage packed eggs.

Chicago, Ill., Oct. 18, 1922.

## PHILADELPHIA.

Fresh eggs, such as our particular buyers want, are in very limited supply and when obtainable are quickly placed at a range of from 42 to 48c per dozen. Prices depend entirely upon quality and size.

The market is well stocked with eggs forwarded as strictly fresh, but many of these fall far short of fulfilling the invoiced requirements.

Storage eggs are plentiful, and, owing to the summer weather prevailing for the past 10 days, have been slow of sale. Owners do not seem to have much confidence in the market showing a profit. Sales are made at a range of 28, 29, 30 and 31c per dozen. The idea seems to be to unload; the salesmen are pushing to obtain this result. Some of the stock offering does not show to advantage, being mouldy and of poor quality. Stock of this character is difficult to place. These eggs cost the holders about 30 or 31c. At

best they stand to lose the charges, whatever they may have been.

The Philadelphia Produce Exchange has a new home—the Old Stock Exchange Building, Walnut, Third and Dock streets. The call room is large and complete for trading, and the members show their pleasure in boosting their new quarters.

The arrivals of live poultry continue to be ample for all demands, and inquiry is often made as to where do all the chickens come from. All day long the express company wagons are in evidence unloading, also draymen delivering freight stock. The downtown district extends on Front street from Spruce to below Pine street, both sides of the street being used for the sale of poultry. Dark-feathered, fat, yellow-skinned stock commands the highest prices. Fowls, 5 pounds and over, 25@28c per pound; chickens, 25@28c; White Leghorn fowls, according to quality, 18@21c per pound; chickens, 16@21c, as to quality; ducks, white Pekin, fancy, fat, 25@26c; ordinary, 22@24c; mixed colors, 20@22c; Muscovy ducks, 17@19c.

There was a good demand and outlet for all choice dressed stock. The supply being light, buyers were looking for the best offering. Fowls, fresh-killed in boxes, weighing 5 pounds and over apiece, 32c; 4½ pounds, 31c; 4 pounds, 29@30c; 3½ pounds, 27c; 3 pounds and under, 23@25c; same line, bulk, in barrels, selling at 1c per pound less on the average. Chickens in boxes weighing 1½ and 2 pounds each, 33@35c per pound; 3½ pounds each, 26@28c; 4 pounds and over, 31@32c; same line, packed in barrels, average about 1c per pound less; old roosters, dry picked, large, 19c per pound; small sizes, 17@18c; spring ducks, 27@28c.

#### CHICAGO POULTRY.

Receipts here have been low and have continued in that strain for some time. It is said here that difficulty in getting cars in which to ship poultry is the chief reason receipts are as low as they have been. Even though the arrivals are light, and the shipping facilities are poor, the dealers here are looking for reductions in quotations on this market. An attempt to bring prices down was made last week, but the shippers stepped in and bought up most of the offerings, holding prices

without change. The car situation is working against the bearish element here which is showing a strong tendency to push the prices down further, but the bulls have conditions on their side for the time being, it is thought, and, unless really heavy arrivals come in, many traders here feel satisfied that the market will undergo little change either way.

Reports are coming in from country points right along, indicative of large supplies awaiting shipment, it is said. Cars are hard to get at these points, and for that reason shipments are being held up. Turkeys have been gathering strength lately and the buying element is not slow in showing its hand. Right now 27c is being asked for fancy stock (not culls) and higher prices are looked for. The trade here anticipated a good demand for turkeys this fall and continuing until the holiday season. Ducks and geese have been in fairly good demand and low supply recently, bringing 24c and 21c, respectively, with signs pointing to stiffness in price.

It is hoped here that the car situation can be rectified and the poultry in the country now being held awaiting cars shipped to market. Under the present conditions, it is said that dealers and traders have no true idea of the situation. Stocks offered in the market are low and being cleaned up, but at the same time there is plenty of stock at points of consignment which is needed.

The poultry factions here are very optimistic. They speak of a very good winter for poultry, and feel certain that the city trade will prove a good outlet this year. Speaking of possible holiday business, they say there is little doubt that the demand for turkeys is going to be good this year—better than last year—and this is also said to be true of ducks. Fowls are being held at 16@24c, with roosters culling for about 14c. Springs are holding fairly firm at 20c.

Chicago's latest addition to the trade is H. & J. Lepman, Inc. This firm, with Horace Lepman and Jesse as executives will conduct a general jobbing and brokerage business, handling butter, eggs and poultry. Horace Lepman is in charge of the poultry deal with Jesse Lepman handling the egg transactions. They have opened offices at Room 402, 208 North Wells street. At first the new firm was announced as the Lepman, Marks & Co. But last

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP Fattening FEED

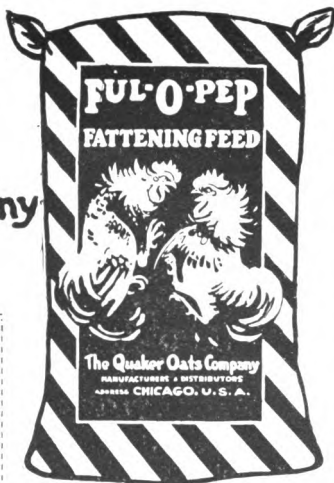
Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

## The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.



The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....

week it was announced that I. H. Marks had withdrawn and the Lepman brothers had formed a company of their own. They were formerly in business as Leoman and Co., on the third floor at the same address. Due to a turkey jam, they were forced to discontinue business, and liquidate holdings to satisfy creditors, consisting of warehouses mostly. Mr. Lepman said that they had made a good start and received a large number of congratulations from the trade.

An investigation of express rates which was to be held before the Interstate Commerce Commission October 30th has now been postponed, to November 20th. The investigation is to be held to determine the reasonableness of rates now in effect, and, contrary to the belief of most people, it is not the purpose of the investigation to reduce the rates but to increase them. The express company is to present an application to the I. C. C. asking for increases in the rates, in which move they have the support of the railroads. The Live Poultry and Dairy Shippers' Traffic Association will have a representative at the meeting and investigation, and later will file a brief covering live poultry, dressed poultry, eggs and butter. It is said that the sought-for increase in the rates will average approximately 20 per cent on all commodities.

A petition signed by close to 40 members of the Chicago Mercantile Exchange requesting a discontinuance of future trading beyond a 30-day period was presented on the call October 13th. The petition is the culmination of considerable thought and comment concerning future trading in this market. The petition requested in part that "all future trading in butter, eggs, dressed poultry and cheese, except for 10-day delivery, must be closed out by December 31, 1922 and after that date no future trading beyond a 30-day period will be held on the Chicago Mercantile Exchange." This report was read before the call and letters covering the situation have been mailed to all the members. It was said that the matter would come up for a vote on the 'change, October 18th.

The egg inspectors strike in Chicago was brought to a close after the union had threatened to pull out candlers. A meeting was held when it was decided in favor of putting the union men back to work as official inspectors. The

strike was a hold-over from the trouble of last April, when the 'change offered the union men a contract which would take from them the liberty of strike duty. The union men would not accept, and non-union official inspectors were put in. October 2d saw a return of the union inspectors doing official work. With the return of the union inspectors as official the strike was called off and the union workers in this market returned to their duties. Plans are now being perfected to make the inspection system in this market the most perfect to be found.

H. L. Brown, one of the country's best known poultry dealers, has retired from active connection with the business. The firm of H. L. Brown & Son, in Fulton Market, Chicago, has been discontinued and another firm, of the same title has been incorporated. The new company opened up for business during the week of October 9th. The H. L. Brown & Son of today, located at 953 Fulton market, has as its officers the following: President, Wm. H. Miller; vice-president, H. Hertz; secretary-treasurer, Harvey W. Brown. Mr. Miller was with Heilman & Co for 11 years, handling the poultry end of that business, while Mr. Brown was identified with his father for 15 years.

Berry W. Redfearn, general manager of the Live Poultry and Dairy Shippers' Traffic Association, has advised members of that organization to look as far into the future as they possibly can and order cars for shipping purposes in advance. "Undoubtedly, shippers of live poultry have suffered more the last month for the want of cars in which to load than at any other time in the history of the industry," Mr. Redfearn said. He reports they have been receiving numerous complaints of the carriers having failed to furnish equipment within a reasonable time. "The fact is," he said, "all railroads are more or less congested, due to the strike of their shop craft, and, with the settlement of the coal strike, the urgent need for coal for industry and domestic use is added to their already bad condition. This has only helped to make conditions more serious." Mr. Redfearn said that, while the situation was clearing now, he was afraid it would not be completely renovated for another 30 days at least. "Meanwhile," he said, "I would advise looking ahead as far as possible in the ordering of

# **WE CAN SUPPLY EVERYTHING**

## **The Egg and Poultry Shipper Needs.**

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Candles, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
**CAIRO, ILLINOIS**

## **Industrial Cold Storage & Warehouse Co.**

**Philadelphia, Penna.**

Located on Philadelphia & Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## **Butter, Cheese, Eggs and Poultry**

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

# **Two New Poultry Crates**

## **Built for Returnable Service**

### **Sturdy Construction**

### **Light Weight**

**"Set them up Right and  
they'll get there Right"**

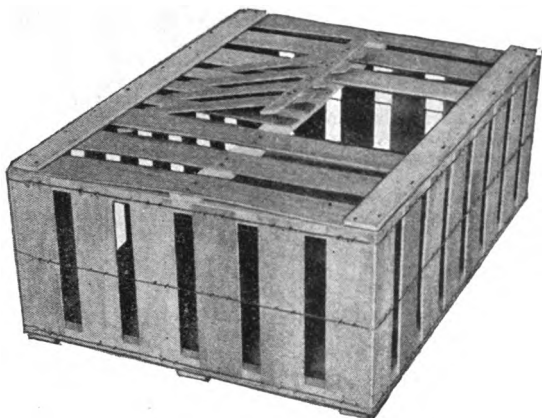
**"CHICAGO MILL"**  
**Interlocking Poultry Crate**



**Write for descriptive folder and price list.**

# The Super-Dreadnaught

## POULTRY CRATE



### Authorized Distributors

#### Illinois :

Altamont Manufacturing Co.,  
Altamont; Cairo Egg Case &  
Filler Co., Cairo; J. G. Cherry  
Company, Peoria; Quincy  
North Star Co., Quincy.

#### Indiana :

Indiana Board & Filler Co.,  
Decatur, Evansville, Vincennes.

#### Iowa :

J. G. Cherry Co., Cedar  
Rapids; Kennedy & Parsons,  
Sioux City; Waterloo North  
Star Co., Waterloo.

#### Minnesota :

J. G. Cherry Company, St.  
Paul.

#### Missouri :

N. A. Kennedy Supply Co.,  
Kansas City; Chicago Mill and  
Lumber Company, St. Louis.

#### Nebraska :

Kennedy & Parsons, Omaha.

#### Oklahoma :

N. A. Kennedy Supply Co.,  
Oklahoma City.

#### Ohio :

Indiana Board & Filler Co.,  
Urbana; The Urbana Egg  
Case Co., Urbana.

#### Pennsylvania :

Chicago Mill and Lumber Com-  
pany of Pennsylvania, Harris-  
burg.

#### Tennessee :

Chicago Mill and Lumber  
Company, Nashville.

#### Virginia :

Bristol Seed and Grain Co.,  
Bristol; Chicago Mill and  
Lumber Company of Pennsyl-  
vania, Roanoke.

## CHICAGO MILL AND LUMBER COMPANY

General Offices

Conway Building, 111 W. Washington Street

CHICAGO

cars and using caution in your buying operations, until you are reasonably confident that you will have a car by the time you accumulate your carload."

#### FROM CALIFORNIA.

We are having a very firm egg market with a wide difference between the price of ranch and pullets. Ranch eggs today are 60½c; pullets, 45c; peweese, 30c; market governed largely by New York since all the surplus goes there. Quite a good many eggs are being shipped out of the state into Nevada and into the southwest, the bulk of these being storage. Shipments up to and including October 13th were distributed as follows: 23 cars to New York, seven to Arizona, two to Texas, one to Michigan, one to Nevada. In addition to this Petaluma shipped one car to Los Angeles and San Francisco, one to Fresno. In shipments outside the state Petaluma shipped 18 cars and San Francisco nine cars; Los Angeles, five cars; San Diego two cars.

Receipts are still running heavier than they did last year. For the week, 14,151 cases. Same week last year, 12,106 cases. Two years ago, 10,201 cases.

The campaign inaugurated a few weeks ago under the auspices of the San Francisco Wholesale Dairy Produce Exchange has been productive of results, judging by the withdrawals of storage eggs. At the present time the advertisements appearing in the San Francisco newspapers lay particular stress on the value of cold storage eggs, showing the wide difference in the price of these and fresh and the difficulty the housewife would have in discovering the difference between a cold storage and fresh, telling her to ask her grocer for the best refrigerated egg. To prove the value of this advertising, storage withdrawals the past two weeks 31,435 cases as against 16,323 cases for the same period last year. In other words, they are using almost twice the number of storage eggs they did a year ago. Again, records show that on August 9th we had a surplus of 38,905 cases over last year. This has been reduced so that a week ago it was 11,284 cases. At the rate at which eggs have been going out of storage when this week's report comes out it will show the surplus entirely wiped out. Storage holdings last Wednesday

were 151,985 cases; same date last year, 140,701 cases; Los Angeles holdings, Oct. 9th, 131,251 cases; a year ago, 92,885 cases. Their withdrawals for two weeks, 19,923 cases; same two weeks last year 16,660 cases. Oakland has 21,684 cases against 18,098 cases last year; Portland 41,140 cases; last year, 30,916 cases; Seattle, 34,609 cases; last year, 17,016 cases. The Hawaiian Islands are using lots of eggs. Shipments at present from San Francisco to Honolulu are averaging about two cars per week.

Nothing new in the dirty egg line other than the fact that they are running dirtier than ever before if such a thing were possible. This is brought about by a few rainy days first of last week and the week before. Washing machines and sand blast machines are still the order of the day and will be until dirty eggs are discriminated against or until they make the washing of eggs a criminal offense. The time may come when a law will be passed to prevent the washing of eggs. Then the packer of eggs will have to buy dirty eggs at their value and possibly the producer may furnish his hens with clean nests and keep his run ways clean. At present there is no inducement for a producer to furnish clean eggs. Dirty eggs bring the same price as clean ones. To produce and keep eggs clean means work, and the average human tries to slide through life with as little exertion as possible. It is a whole lot easier to stand on the street corner or in the grocery store, swap stories, exchange ideas and discuss politics than it is to clean hen houses or turn over the soil of the chicken ranges. Some inventive genius may discover some sort of automatic vacuum cleaner whereby the producer can turn on a switch by the side of his bed and have the cleaning done without the expenditure of elbow grease.

Broilers are in light receipt with a firm market. Paying prices on live broilers, 40 to 43c; Leghorn hens, small, 14@15c; large, 20. San Francisco has been glutted the past two weeks with eastern poultry. Receipts are not so heavy this week.

JOHN STEWART.

Petaluma, Cal., Oct. 16, 1922.

A normal poultry crop is predicted by Woodruff & Fury, Brooksville, Ky. They are getting five cases of eggs weekly and a small amount of poultry.



UNEQUALLED FACILITIES FOR  
THE STORAGE OF

# POULTRY

## Merchants Refrigerating Company

**Main Office: 161 Chambers St., New York, N. Y.**

### **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

### **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

**President**  
**Frank A. Horne**

**Sec'y-Treas.**  
**Harry C. Lewis**

**Vice-President**  
**Alex Moir**  
**Ass't Sec'y**  
**Frank L. Hawley**

## THE NATIONAL CONVENTION.

(Continued from page 7)

chapters should be written for the textbooks used in all the schools and reference made in the proper way to our products. We should look at the menus printed each week in the Sunday papers and see how little space our products get therein. If we can create more demand and keep down prejudice, there will be no over-production. The national may not be in shape to go into an educational campaign but they can do educational work.

Mr. Brown of Philadelphia is an enthusiast on the advertising proposition. He feels that, while the publicity that should be gotten to the public schools and with the school children is of very great value, the results from that work are practically a generation away. He thinks that in our advertising campaign we can tell the people in the spring why eggs are put away in storage and do the same with butter and poultry, at the storage period, and then forget it until such time as it is right to advertise again for the turning of these products into consumption. Urge them to buy storage eggs and to buy frozen poultry for good and sufficient reasons with which they will have already been made familiar.

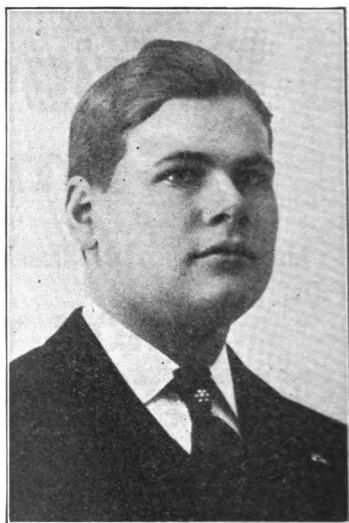
He also recalled that Dr. Pennington wanted to put on a banquet of strictly cold storage foods but couldn't find a hotel in Philadelphia that would consider the matter, although it was finally arranged and given at the Bellevue-Stratford. This banquet was financed by the produce exchange people and was given to the prominent educators. In addition to the banquet, a history of the products, the advantages of cold storage, the use of cold storage, etc. were introduced in a proper way.

Mr. Kilbowne thought that the cold storage warehouses should be open a day or two half-days each week for inspection by school children, who should be told the details in the right way of the warehouses and their business.

Cards were given out at the luncheon Monday and requests made for people to indicate such subject as they would like to have discussed at the business session. A request was also made for the signers to be present at these meetings. In a good many cases the people who had matters up for discussion were not there.

The live poultry car situation seems to be a rather serious one and it has been worse than usual on account of the railroad strike conditions. The railroads have, apparently, done as well as they could in the movement of these cars, but the lack of their ability to land them where the poultry had been bought and was being held has been a serious loss to the trade.

On a question asked as to sterilized eggs it was said that knowledge in this respect is as yet of a comparatively limited nature. Tests made recently, the results of which were published in the Journal of Chemical Engineering. The executive secretary stated this to be the latest information in that connection.

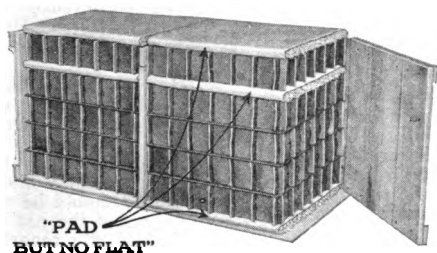


C. S. BORDEN  
Vice-President, National Poultry, Butter  
and Egg Association

Jacob Tick, of Clinton, Ill., thought that rules ought to be adopted by the railroad company absolutely abolishing the shipment of eggs in used cases.

The matter of refrigerator cars was brought up and in the discussion it developed that, for instance, the grape crop now requires many refrigerator cars and there are not even enough of them to transport the grapes from the Pacific coast, let alone taking care of other products which need refrigeration. When a refrigerator car gets out to the Pacific coast it takes 25 to 30 days

# Why Not Profit From the Experience of Others?



During the past season, claims for damage to eggs in transit were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pad**.

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior Pads**, placed as shown in cut. This method of packing is approved and recommended by the carriers.

## **EXCELSIOR WRAPPER CO.**

### **MANUFACTURERS**

Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

for its return. This matter was discussed more at length in the secretary's printed report.

Secretary Jones believed that legislation which would authorize the pooling of refrigerator cars would help in handling our products.

There was considerable complaint about the express company not returning empty coops more promptly. The express company officers, it was stated, believe they are doing all they can, but it is hard to get coops back to the original shipping point. There will be a general hearing before the Interstate Commerce Commission on October 30th, at which time the return-coop matter will be injected into the discussion.

F. A. Kelly of Chicago said that he believed what we needed was better service rather than lower express rates. We also need a service so that so much time as is now necessary would not be consumed in the filing of and collecting small claims.

Secretary Jones stated that he had been working on this matter for over two years, and referred again to the fact that so few of the members give any information that he asks for when he sends out a questionnaire. It was made clear that the Interstate Commerce Commission wants facts, and, if the facts can be produced, the commission will act in accordance with them.

The gist of the whole situation in the minds of the shippers seems to be that they want coops and not claims.

C. E. McNeill said that since the merging of the express companies, service on the whole has really been better. The trouble seemed to be in the return of empty coops, although they are picked up off the street better than they were before. The McNeill system in case of delay in returning coops to a shipper is to have the shipper send them a bill for the lost coops, pay the bill and then collect from the express company.

M. A. Hagensick reported that in Des Moines they have the 24-hour credit arrangement with C. O. D. payment at that time and pay on their own weights.

With reference to trading in futures on the Chicago Mercantile Exchange, it was shown that there is a case in point wherein the Chicago Board of Trade's right to deal in futures on the grain board was declared unconstitutional. Another hearing is now being held.

At the Tuesday morning session a discussion was made of claims on express shipments of live poultry received in coop in bad order. The policy originally of the express company, it appears, was to pay where there was more than one dead in a coop. Now they are paying some shippers, it was brought out into discussion, where there are more than two dead and in other cases where there are more than three dead.

Mr. Cappel reported that in the spring conference in Illinois this matter was up and that the Peoria traffic association man had had it in hand.

Mr. Whitcomb believed the ruling was arbitrary and would not hold water. He felt that it should apply to all poultry dead in coops. He suggests that a test case might be worth while and that possibly this case should be made under the direction of the national.

F. A. Kelly reported that in his judgment the position the express companies were taking was arbitrary. If there are five dead in one coop, they would pay the claims on that coop but if there were five more coops with one dead in each coop they did not pay anything on the second five. There are damages there which do not develop, either. Often, if the poultry is not properly handled in transit, some will die during the day following delivery, due to suffocation in transit. For such loss the express company does not pay.

#### TUESDAY AFTERNOON

Secretary Jones called attention to the investigational work which has been done and to the report of T. M. Bounell Jr., engineer, of the test and specification department, Bureau of Explosives, on the comparative strength of egg cases. This work was done at the instigation of the executive committee of the American Railway Association and the complete report was printed in folder form by Mr. Jones for distribution at the convention. The matter is illustrated and goes into the question at considerable length. The conclusions, however, are as follows:

"Analyzing the results in the table, it is readily noted that the spruce case of two-piece construction throughout or of two-piece construction with one-piece ends and center, is decidedly inferior in strength to the cottonwood case with one-piece sides and top.

"Spruce cases failed by splitting from nails and nail pull, showing

# **Pack Your Eggs Right**

## **USE**



## **Indiana Board and Filler Co.**

**Vincennes, Decatur, Evansville, Indiana  
and Urbana, Ohio**

# A Better Buy

- Dried by the Collis Process—Loses only
- Put up in handy sacks—easy to handle.
- Saves in Freight—Keeps indefinitely.
- Contains 90% milk solids—3 times as much
- Retains all the natural lactic acid of fresh
- The important vitamins are not destroyed

Prof. Philips, of Purdue Experiment Station reports in bulletin No. 258 that Dried Buttermilk is as good or better than the liquid form. His experiments were on egg production and his results, therefore, are conclusive evidence of the feeding value of Dried Buttermilk.

**THE BEST DRIED BUTTERMILK**

“Dried For”

# COLLIS PROCESS

# Way To Buttermilk

r.

semi-condensed buttermilk.

milk.

Prof. Evvard, of Ames, Iowa, Experiment Station, reports that Dried Buttermilk is an excellent feed for pigs.

MADE BY THE COLLIS PROCESS

the Churn"

# TS COMPANY

IOWA

# WONDERFAT FEEDS

Are Built for

**YOUR BUSINESS**

and with an intimate knowledge of

**YOUR EXACT REQUIREMENTS**

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**Shipping Feed for Live Shippers**  
**Station Feed for Milk Feeders**

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For Prices and Samples Write

**V. R. COMBS,** Produce Exchange Bldg.  
KANSAS CITY, MO.  
**SALES MANAGER**

**WONDERFAT POULTRY  
FEED DEPARTMENT**

**ARCADY FARMS MILLING CO., Chicago, Ill.**  
**CLOVERLEAF MILLING CO., Buffalo, N. Y.**  
**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**  
**TRIANGLE MILLING CO., North Kansas City, Mo.**

**ALWAYS IN NEW BAGS**



necessity for heavier material, especially in the ends.

"Larger cleats would also increase the strength of ends. This would be necessary with cottonwood cases of two-piece construction throughout.

"Nailing is very important and on cottonwood cases with one-piece sides and top, where shearing from nail was typical failure, not larger but more nails would add to the strength. For spruce and cottonwood cases of two-piece construction, however, nails should be four penny egg case nails with  $\frac{1}{2}$  inch ends, centers and cleats; sides top and bottom,  $\frac{1}{4}$  inch; cleats,  $\frac{1}{2}$  inch by 1 3-4 inch. Such construction would just about balance the strength of cottonwood case with one-piece sides and top. It is believed, however, that two-piece construction of sides and top is responsible for decrease in strength and that spruce cases made of one-piece material in these parts would probably be equal in strength to the cottonwood and might be made of same thickness material.

"The red gum cases, in one instance, showed greater strength than the case of same construction made of cottonwood. The variation in strength of cottonwood, tupelo and red gum cases is not noticeably large, and, while cottonwood has a slight advantage, it is believed that, so far as strength is concerned, the three types of cases are about on a par. Cottonwood has certain advantages in that it is softer, odorless and does not crack or warp as readily as the other woods."

As the result of a motion, a committee, consisting of Mr. Cappel, Peoria, Ill.; F. A. Kelly and P. F. Combiths, Chicago, was appointed to work out with the express companies some sort of a compromise arrangement on payment for dead poultry in coops, if possible.

The amendment, which had been previously brought to the attention of the convention, was adopted. The rule requiring inspection certificates to be issued over the signature of the state vice-president and the inspector caused more or less delay. These delays arose from the fact that the inspector may be in one city, while the state vice-president may live in another, thus necessitating the sending of the certificate from the inspector to the state vice-president for approval. To overcome this difficulty a clause was inserted in this section providing that

signatures of a deputy could be accepted, the deputy to be appointed by the state vice-president with the approval of the executive committee.

Following the election of officers, the result of which is shown at the beginning of this article, H. B. Gray of Canada said that he did not have a copy of the new regulations with reference to the bringing of eggs into Canada from the United States, but that he did not believe it would be sufficiently severe to shut out the good eggs from here.

S. S. Daniels of Philadelphia called the convention's attention to the fact that the Philadelphia Produce Exchange is moving into its new building—the building now to be known as the Philadelphia Produce Exchange Building.

Henry Pfeiffer was installed as president and continued in the chair to the conclusion of the convention.

#### RESOLUTIONS.

The following resolutions were reported by the committee—F. G. Urner, chairman; Geo. H. Broeder, J. A. Long and M. A. Hagensick and unanimously adopted:

## Are You Equipped to Win Success?

Here is your opportunity to insure against embarrassing errors in spelling, pronunciation, and poor choice of words. Know the meaning of puzzling war terms. Increase your efficiency, which results in power and success.

### WEBSTER'S NEW INTERNATIONAL

DICTIONARY is an all-knowing teacher, a universal question answerer, made to meet your needs. It is in daily use by hundreds of thousands of successful men and women the world over.  
400,000 Words. 2700 Pages. 6000 Illustrations. 12,000 Biographical Entries. 30,000 Geographical Subjects.

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FREE Pocket Maps if you name this paper.

G. & C.  
MERRIAM  
CO.

Springfield,  
Mass.,  
U. S. A.



Resolved that the National Poultry, Butter & Egg Association extend to the management of the Hotel Sherman its appreciation for courtesies extended during the convention; and that the appreciation of this body be expressed to the members of the Chicago committee who have rendered such efficient service in making the convention a success.

Further, be it resolved that this organization express its appreciation of services that have been performed during the past year by all the officers of the association and the executive board, and that particular recognition be made for the devotion to his duties of President J. M. Klein, who has so untiringly given himself to the work of the position which he has held during the past year; and as a token of the esteem of his fellow members in this association a check of \$500 be presented to him. And this body further records its appreciation of the services of Executive Secretary H. F. Jones, and his able assistant, Wm. M. O'Keefe, to whom the association extends its sincere sympathy in his present illness and its cordial good wishes for a speedy recovery.

The association expresses its thanks to the Purina Mills of St. Louis for their generous contribution of poultry for the association luncheon and high appreciation of the quality of the gift.

Whereas, the standardization of farm products is the tendency of the times and requires the experience of practical handlers and distributors; be it

Resolved that the executive committee be urged to keep in touch with all authoritative movements to establish commercial standards of dairy and poultry products, to offer the assistance of the association in the formulation of such standards and guard against the adoption of any that may be impracticable or detrimental to the public interest.

Whereas, improvements in the packages and packing of dairy and poultry products are of great importance to the industry and should be subject to the experience of practical handlers; be it

Resolved that the National Association of Egg Case and Egg Case Filler Manufacturers, in its efforts to improve such packages and packing material, be invited to consult with and work in cooperation with the executive committee of this association.

The nominating committee for next year was appointed as follows: Charles B. Bowen, Rolfe, Iowa; O. W. Ohlson, Chicago; J. A. Long, Portland, Ind.; I. A. Babcock, New York; A. W. Baer, Kansas City.

Mr. Broeder of St. Louis believes that the advertising campaign now under way should run for a period of years. He said that in St. Louis every fellow in the trade was to pay for a period of three months on the volume of business which he did, both the wholesalers of butter and the jobbers of butter, the charge to the jobbers being about two and

one-half times what is being contributed by the wholesalers.

Then the meeting adjourned to meet next year in Chicago—the hotel to be named by the national officials later.

#### THE EXHIBITS

The mezzanine floor was devoted to exhibits, and hotel rooms were used by a good many firms that did not have space on the lower floor. Such concerns as made displays were A. H. Barber Creamery Supply Company, Chicago; The Live Poultry Transportation Company, Chicago; Peter Fox Sons Company, Chicago; Chicago Mill and Lumber Company, Chicago; C. E. McNeill & Co., Chicago; Clairemont Sterilizing Egg Company, Chicago; Purina Mills, St. Louis; Elmer L. Arming, Chicago, Mr. Arming having in with his exhibit the lines of the Union Steel Products Company, the Danley Sanitary Manufacturing Company, Grant Brothers Company, No-Shrink Feed Company; Walter Gottheimer, St. Louis; Tite-Pack Filler Company, Chicago; The Collis Products Company and The Collis Company, Clinton, Iowa; Merrill & Eldredge, Chicago; Frank G. Heilman Company, Chicago; Cushion-Locked-Pad Company, Chicago; Webster Brothers' Manufacturing Company, Waucoma, Iowa; Davis Lumber Company, Martinsville, Ind.; Holed-Tite Egg Packing Corporation, New York City; American Stores Company, Boston; Security Egg Case Filler Company, Lafayette, Ind.; Western Feed Manufacturers, Inc., Chicago; Guarantee Egg Corporation, Newark, N. J.; Hales & Hunter Company, Chicago; Associated Coopage Industries of America, St. Louis; Self-Locking Carton Company, Chicago; National Egg Company, Inc., Chicago; C. G. S., Inc., Baltimore, Md.

#### SELLING HENS.

E. C. Alexander, Argyle, Ill., is getting only a few eggs, but about as many as he was getting at this time last year. He reports that farmers are commencing to dispose of their hens. He does not handle poultry.

#### MORE CHIX; LESS TURKS.

M. E. Stout, Gracemont, Okla., finds egg receipts light, as well as poultry receipts. He believes there will be 25 per cent more chickens and 50 per cent less turkeys than there were last year.

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker**

**Built Right---Sold Right**  
**POULTRY BOXES**

**Head Wraps--all sizes**  
**Parchment Paper**  
**Cement-Coated Nails**  
**Poultry Shipping Coops**

**EVERYTHING FOR THE POULTRY SHIPPER**  
**We Supply First Quality Goods Only**

**DAVENPORT LADDER CO.**

**Davenport, Iowa**  
**Successors to F. SMITH & SON, Clinton, Iowa**

## TO LIVE POULTRY SHIPPERS.

M. D. Lightfoot, secretary of the National Live Produce Shippers' Association, is sending out the following communication:

"We had a very successful meeting at Chicago, October 16th and 17th, and it will get big results. There were more than 80 of our organization present. We considered all angles of the situation and agreed upon the following program:

"Dues, \$10 initial membership fee, and \$10 per car on each car shipped into greater New York or Boston. It was unanimously agreed that we sign up to and including December 31, 1923, the service charge to commence from the day our representatives begin active work in New York. Maintain a western representative with two assistants in New York to look after our interests in establishing markets, inspections, elimination of stealing poultry and feed, establishing of fair prices and full weights on feed, and in fact see to it that we get a square deal from all angles.

"We are already getting results. We have a firm that is willing to establish feed houses at Buffalo and at the principal unloading terminals in New York court the fullest supervision from our representatives, throw their books open at all times to show that no crooked work is going on, and guarantee to eliminate all crooked feed bills. They also agree to give to members of our association only a reduction in the regular price of from 15c to 25c per hundred on all feed purchased, and pay them from 15c to 25c per hundred more than the present schedule of New York receivers on prices for all feed turned in at New York. We also have a reasonable assurance of getting a material reduction in coops, cartage and unloading charges, this to members only.

"These two items will save each member many times his \$10 per car, in addition to giving him proper representation in the making of the market and in the methods of inspection. We are now negotiating with a representative western man to take charge of our New York organization.

"To show you how autocratic the New York buyers are getting, and how badly we need a western representative in New York at once, I quote from a recent letter sent by the New York Live Poultry Buyers' Association to the New York

receivers: 'Price committee, including W. Simon, will meet with you to make sales on all poultry hereafter. No individual sales will be recognized by us.' This means that the buyers' association will not only inspect your cars to suit themselves and turn them down when they wish to, but that they also intend to make the markets to suit themselves, and refuse to recognize any sale unless it is passed on by the buyers' committee.

## INCREASE DENIED.

Attempts of railroads to increase rates on butter, eggs and poultry from Texas to northeastern states were declared on the 14th of October by the Interstate Commerce Commission to be unjustified, and schedules incorporating the increases which would have gone into effect November 18th were ordered cancelled.

On butter the increases would have averaged around 15 per cent and on mixed carloads of the other products about 7½ per cent.

## LESS TURKS; CHIX NORMAL.

Richardson Produce Company, Ft. Cobb, Okla.: "We do not ship poultry in carload lots, but are getting 500 pounds of live poultry weekly and a few cases of eggs." In their opinion, the turkey crop will be less and the chicken crop about the same. They do not look for any ducks or geese to be marketed in their territory. Farmers are not selling their hens right now.

## CONSUMPTION GOOD.

Theo. M. Boyer, Beltrami, Minn., writes: "Hens have quit laying now and our egg receipts are light. I look for the poultry crop to be the same as last year's. At the price of poultry now, it would seem that the local consumption will be greater and, therefore, my shipments will not be large."

## POULTRY WELL SOLD.

J. D. Ray, Major, Ky., believes that the chicken crop will be less, that the turkey and duck crop will be the same as it was last year and that no geese will be marketed in his territory. His weekly poultry and egg receipts are small. Farmers have just about sold all of their surplus poultry.

## WORLD'S POULTRY CONGRESS.

The International Association of Poultry Instructors and Investigators has received from the Spanish government an invitation for holding the Second World's Poultry Congress in Spain during 1924, supported by the Municipality of the City of Barcelona and the committee of the Universal Exhibition of Barcelona, 1926, which latter body has offered use of the fine buildings now being erected in that city for the congress and exhibition. Recently Edward Brown, F. L. S., president of the International Association, visited Spain for conference with the government and authorities at Barcelona and, following upon his report, these invitations have been accepted by the council of this association.

In due course, when the executive committee to be formed has drafted a provisional programme, this will be issued. It is proposed that the opening meetings of a congress and the exhibition to be held shall be at Barcelona, the municipality of which city has made liberal grants toward the expenses, and that the closing meetings of the congress shall be in Madrid, thus affording delegates

an opportunity of visiting different parts of that interesting country.

WILLIAM A. LIPPINCOTT,  
Sec'y., International Assn.

## CARLOTS SOON.

J. Delaney, Baring, Mo., is getting 30 coops of poultry per week. He handles live poultry and expects to ship in carlots December 1st. He looks for the usual duck and goose crop, but estimates that there will be one-third less chickens and one-half less turkeys. Hens are now being sold.

## NORMAL POULTRY CROP.

Wm. Fishe, Beroun, Minn., says that he has fattening coops in his plant. He is getting a few coops of live poultry per week. The poultry crop will be a normal one, in his judgment.

## LIGHT.

E. W. Johnson & Co., Beltrami, Minn., report that the movement of hens is small. They are getting a few coops of poultry each week. Egg receipts are light.



10,000 MILES OF SERVICE

# Poultry SHIPPING COOPS



**BUILT  
LIKE  
A STEEL  
BRIDGE**



**STRONG  
BUT  
LIGHT**

Not only the superior Shipping Coop, but the best for feeding purposes.

Do not confuse any ordinary wire coop with the "Steel Pyramid," which has stood the test for years.

Open mesh and pyramid shape provide the ventilation that saves cost of a coop in a season, through reduction of shrinkage of poultry in transit.

**United Steel and Wire Co.**

Department 4

Battle Creek, Michigan

## SEND IN YOUR ANSWERS.

The National Poultry, Butter and Egg Association is investigating the conditions which led to the very serious live poultry car situation. It is also looking for facts to present to the Interstate Commerce Commission during its inquiry into the rates and service of the American Railway Express Company.

The questionnaires covering the two subjects mentioned have been mailed to all members of the association, but many persons not members are vitally interested. If such persons will send their replies to the executive offices of the National Poultry, Butter and Egg Association, 208 North Wells street, Chicago, Ill., presentation of the pertinent facts disclosed will be made to the Interstate Commerce Commission.

The express company has applied to the Interstate Commerce Commission for a general rate increase. If investigation discloses sufficient facts which will warrant resistance of the application made by the express company, such resistance will be made. If the association does not receive sufficient support, it reserves the right to discontinue its efforts.

Below are the questionnaires being sent out by Secretary Jones:

"Carlot shippers of live poultry have been seriously handicapped in their shipping enterprises because of their inability to get live poultry cars in which to ship live poultry. From the middle of September till about the middle of October papers in this office disclose that the situation was really desperate. To ascertain the causes that led to this situation the National Poultry, Butter and Egg Association is conducting the present investigation for the purpose of attempting to avoid such situations in the future. Your answers to the following questions are of vast importance and you are urged to answer them fully and to supply such original records you are able to:

"What railroad companies serve you?

"What are your best markets?

"To what markets do you usually ship?

"Over what railroads do you route your shipments to destinations?

"During the situation referred to, were you required to ship to markets that you did not want to ship

to? What effect did this have on your business?

"Give car numbers and dates of any shipments referred to in the last above question.

"Consult your records from August 20th to October 27th and from them make a statement which will show the dates on which you placed orders for live poultry cars. Show the name of the railroad from which you ordered the cars. Show the name of the town and the date on which you wanted each car placed for loading. Show the dates the railroad actually placed each car for loading.

"Indicate the orders not filled on the date you answer this paper.

"Mention in dollars the amount of damages you sustained by failure to receive cars promptly. This damage will include extra shrinkage, extra feed, extra labor, extra warehouse facilities, extra coops, etc.

"If you sustained losses by reason of market fluctuations, mention in dollars what these losses amounted to.

"In your opinion, did the situation affect, in any way, the price to poultry producers, farmers, etc? Explain fully.

"To what extent, if any, did the situation cause you to ship your live poultry by express or motor truck or other means, to nearby markets, or to concentration points, or to dressing establishments? State what effect, if any, this had on prices you received, and prices you paid.

"Please state your opinion as to how like situation may be avoided in the future, and if you have any ideas as to what caused the present situation, please explain fully.

"Your replies will be treated with the utmost confidence. Answer quick!"

"On November 20th the Interstate Commerce Commission will investigate express rates. Without delay, will you please write me fully what effect the present rates and charges made by the express company is having on your business. Write a separate letter covering each of the commodities mentioned hereafter, as each commodity will have to tell its own story.

"Your reply should include your observations as applied to butter, eggs, live poultry, iced poultry, veal, cheese, milk and cream.

"You should also include complaints as to pick-up and delivery service—claim payment practices—

methods of waybilling—return of empty coops, cases and other containers.

"If you believe the present rates are not just and reasonable, please explain why.

"Mention in coops or cases or boxes or tubs or cans the annual volume of your express shipments and the markets to which you usually ship.

"How far from your station are the markets to which you ship? Mention the rates you are paying.

"Are your shipments transferred from one car to another enroute? How many times?

"What is the running time between your station and the cities to which you ship?

"What is the freight rate between your town and the cities to which you ship, per hundred pounds, less carload?

"What is the running time by freight between your town and the cities to which you ship?

"To what extent do you use trucks and the distance they cover?

"How do truck rates and service compare with express rates and service?

"Receivers are urged to write fully concerning any complaints they may have concerning the above referred to matters. Secretaries of state associations should notify members of this hearing and urge them to send any complaints concerning the Express Company to these Offices without delay. Separate letter for each commodity.

"Exchanges not otherwise represented should have their members write fully. Reply by return mail urged."

#### PICK THE RIGHT DRAKES.

Thus saith The Informant, the house organ of Westcott & Winks, whose headquarters are at Sumner, Iowa:

"When ever you may have occasion to put out drakes for breeding purposes, by all means induce the breeder to take only white Pekins. These colored ducks are all right in the matter of size, but when the ducks are finally dressed the appearance of the white duck is far superior to any colored variety. This is especially true during the early months of the season—in September and early October, when the birds are badly pinny. On account of these dark-colored pin feathers the finished product cannot

be made to look attractive, while the white pins fail to show. The natural bleach of the white Pekin duck is always desired; and in the sale of the feathers the difference between white and colored amounts to 15 to 20c per pound."

#### SPECIALIZING IN TURKEYS.

Mr. and Mrs. A. W. Baker, La Plata county, Colo., are reported by the extension service of the Colorado Agricultural College to be "ranching with turkeys," and to be doing so with considerable profit and satisfaction to themselves. They started last spring with 200 turkey hens and 18 gobblers. They hatched 3,800 turkeys, all of them with turkey hens.

For the first 10 days they fed the poults on hard-boiled eggs, seasoned with pepper and a little salt. Then they were put on bran, milk and tankage, which has been their principal ration ever since. They have grown good frames and put on plenty of fat.

Coyotes, owls, skunks and dogs got their share and during the spring and summer a constant warfare was kept up against these enemies. While a good many young birds fell a prey to these pests, over 2,000 have been brought to maturity and the Bakers are in the turkey business to stay, so they say.

V. A. Mikyska, Beroun, Minn., says weekly egg receipts are small. He does not buy poultry. Farmers are disposing of their surplus hens.

## Wayne & Low, Inc.

**Commission Merchants  
EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

## Bickel & Miller

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA.**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**

# **EGGS CUTLER**

## **New York**

Address, for interesting printed matter,  
Geo. B. Cutler  
331 Greenwich Street.

# **A Real Bargain**

One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

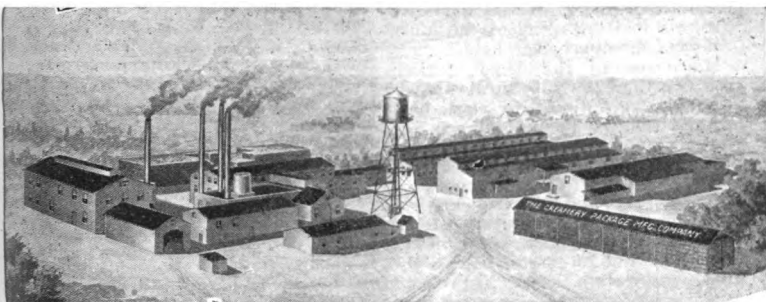
Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

Egg Cases, Fillers, Excelsior Pads, Nails, Coops,  
Barrels, Etc.



# A GREAT ORGANIZATION Behind CRESCENT Fillers



The Creamery Package has built a large, efficient organization around the champion Crescent Egg Case Filler.

An important unit is the Crescent plant at Coffeyville, Kansas, devoted exclusively to the manufacture of fillers. Situated as it is in the heart of the great Kansas wheat belt, an abundance of clean, sweet Kansas prairie straw is always available.

Then there is the group of experts and workmen at the plant. Their efforts have been concentrated for many years on one ideal—to make the best egg case filler possible. Every minute detail in the construction of Crescent Fillers has had their careful study.

The large **CP** sales organization brings Crescent Fillers to you “direct from the manufacturer” efficiently, and at low cost.

Here’s a list of the branches from which you can obtain **CP** Service on Crescent Fillers. Wire or write the nearest one for a rush order in any quantity.

## The Creamery Package Mfg. Company

1408-10 W. 12th St.  
Kansas City, Mo.

61-67 W. Kinzie St.  
Chicago, Ill.

406-8 Sycamore Street  
WATERLOO, IOWA  
318-20 Third St. N.  
Minneapolis, Minn.

113-15-17 S. Tenth St.  
Omaha, Neb.

## TEXAS MEETING.

The Texas Butter, Egg and Poultry Shippers' Association met in its fall convention in Dallas on Saturday, October 21st, to review the outlook for the Thanksgiving and Christmas trade and to lay plans for caring for the business that will develop during these times. The meeting was attended by members of the association from all parts of Texas, and, after adjournment late Saturday, it was declared that this had been one of the most profitable meetings ever held.

Marketing of the Texas turkey crop was the chief subject discussed, although the outlook for eggs, butter and poultry in general was reviewed. Opinions were that Texas this year is producing one of its biggest crops of turkeys and of other poultry and, consequently, a large egg season may be expected.

"Texas produce men will ship between 600 and 750 carloads of high-grade turkeys to New York and other eastern points between now and Christmas," F. A. Kadane of Dallas, president of the association, declared in the opening address, which was heard by members of the association and representatives of shippers and buyers from New York, St. Louis, Boston, Kansas City and other cities to which Texas poultry products are annually shipped.

"We will have to compete with France, Ireland, Argentina and other countries that are shipping frozen turkeys and poultry into this country and dumping them on the market at any price offered," Mr. Kadane said. "We know that Texas produces the highest-grade turkeys in the world, and we are not worrying about whether our consignments will be sold. We must look out for the people who will consume the Texas product, however, and we will be forced to give them prices they can well afford to pay."

H. A. Emerson of New York attended the convention and in an address decried the big increase of foreign poultry and turkeys now being sent to eastern ports. He gave assurance that Texas produce men will be given every consideration in the heavy shipments that will soon be forwarded to New York, Boston and other eastern points of distribution.

Ben Ablon, well known Dallas poultry shipper, was optimistic as to the Texas poultry and egg situation. "Despite the lower prices, Texas will receive \$3,000,000 or

more from this year's crop of turkeys," Mr. Ablon declared. "Texas produces more turkeys than any other state in the union, and surpasses all other states in the high quality of shipments made to important eastern market centers." Mr. Ablon said he could not place an estimate on the Texas egg crop, but declared that the egg shipments this year were larger than usual.

Dave Stahl of Gonzales, past president of the association, also discussed the outlook for the turkey crop in the face of foreign competition. Australia, New Zealand and South American packing houses are making a strong bid for favor in the New York markets, Mr. Stahl said. He added that eastern experts who had made a close study of the turkey crop estimated that between now and January 1, 1923, at least 5,000,000 pounds of frozen turkeys would have been shipped into the United States by foreign interests. "Today the dealers in Chicago alone have 3,000,000 pounds of frozen turkeys in storage," he said, "and this will go largely to meeting the demand for Thanksgiving dinners in that city."

Ben Ablon and W. V. Clower, traveling dairy agent of the American Refrigerator Transit Company, told of the national meeting in Chicago during the previous week, at which men prominent in the poultry industry from all parts of the United States discussed conditions similar to those now being faced by the poultry shippers of Texas.

Mr. Clower told the meeting of the new refrigerator car which has just been turned out by the American Refrigerator Transit Company, which, he said, will prove of great value to the Texas shippers in getting their shipments of dressed poultry, butter and eggs to distant points in good condition. One of the new-design cars has been forwarded to Dallas and was inspected by many of the delegates attending the Texas convention. It was generally approved as marking a great improvement over the old refrigerator cars.

J. O. Boettcher of Weimar, Texas, past president of the association, is summarizing opinions gathered by him from men in the industry in all parts of Texas, declared that conditions looked favorable for a large crop of turkeys, poultry and eggs, and that shipments of turkeys would begin in a few days. He recommended that the majority of this year's shipments should be moved to eastern markets before the beginning of the Christmas holidays.

In doing this, he said, the Texas shippers need have little fear of the foreign competition, for the Texas product is so far superior to the imported goods that a ready market can always be had if the product is shipped in time.

In addition to the men actively engaged in the poultry, egg and butter shipping industry, a number of railroad men and others interested in the industry in an indirect manner were present and pledged their cooperation to the Texas shippers. Among these were: R. C. McKelly, general passenger agent, St. Louis; T. H. Gorman, general freight agent; H. M. Nutting, Boston; B. Ocheltree, New York; J. F. Egan, Kansas City; S. H. De Foe, New York; G. B. Grady, San Antonio, and W. V. Clower, Dallas, all officials of the American Refrigerator Transit Company.

Among the Texas poultry, egg and butter shippers who attended the meeting were: V. F. Ryan, Denison; William Kuanst, Frederick, Okla.; Henry Lieberman, Alton, Okla.; M. Israel, Dallas; Robert J. Peter, Houston; Hiram Selby, New York; F. G. Stebbins, Dallas; Ben Ocheltree, New York; H. B. Walker, Corsicana; L. W. Land, Dallas; W. A. Carver, Jackson; E. H. Kroll, Lagrange; Rolf Wolford, Yoakum; J. M. Hanning, Henrietta, Okla.; J. O. Boettcher, Weimar; H. A. Emerson, New York; Judd Fry, St. Louis; B. L. Bogart, St. Louis; Joe Stahl, Temple; J. A. Hunter, Austin; A. Rebuenstein, Dallas; Ben Ablon, Dallas; C. F. Brown, Dallas; L. J. Warner, Dallas; J. M. Ball, Houston; J. B. Hamman, Paris; L. D. Rucker, Plainview; Neal Bassett, Belton; P. E. Woolfolk, Waco; D. P. Boehn, New York; G. P. Foster Jr., Denison; D. W. Toby, Texarkana; M. L. Price, Fayetteville, Ark.; A. Martin, Fort Worth; F. C. Pennington, Sulphur Springs; A. B.

Patterson, Dallas; Charles Kadaman, Dallas; W. K. Breeden, Cuero; S. A. Carver, Yoakum; T. H. Gorman, St. Louis; Ernest Overstreet, Gainesville; Ira Mayhew, Brady; W. D. Jordan, Brady; W. T. Wittrey, Oklahoma City, Okla.; R. C. McKelly, St. Louis; Hunry Nutting, Boston; L. Sevabacher, New Iberia, La.; Dan Kivlein, Dallas; Jake Alexander, Lagrange; R. K. Boettcher, Schulenburg; Horace W. Smith, Waco; W. R. White, Abilene; Sam Sugar, Waco; A. J. Commons, McKinney; C. R. Wilkinson, Lockney, and A. A. Armstrong, McKinney.

#### CANADIAN REVIEW.

There is an extreme scarcity of eggs that will grade specials and extras and the demand for this class of stock exceeds the supply. These grades have again advanced in price. General country receipts are very unsatisfactory, as they are mostly composed of stale, held stock. On the Toronto farmers' market the retail price of fresh eggs is 65c per dozen. On the Vancouver market specials are retailing at 65@70c.

Storage eggs are moving into local consumption very freely, and, if it were not for the depressed state of the United States storage egg markets, Canadian markets would be much higher. Imports of United States eggs have been heavy during the past week. On the basis of the Chicago market at present they cost about 31c, delivered Toronto.

United States egg markets changed but little during the week, with the exception of fancy fresh, which are scarce and several cents higher. In New York hennery specials are quoted 85@90c. The

(Continued on page 40)

## S. S. LONG & BRO., INC.

WHOLESALE DEALERS IN  
**BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments**

## CANDLING CONTEST.

In a contest held in the Egg Inspectors' Union Hall at 418 North Clark street, Chicago, Ill. October 12th, Wm. Reisler checked in 30 dozens of eggs, six at one time, from one case to another and then slipped them back, using the new Tite-Pack fillers, all done in 4 minutes and 30 seconds, for the complete operation.

W. E. Saxe, egg inspector for A. F. Thibodeaux, performed the same operation in 3 minutes and 50 seconds but was ruled out of the contest on a technical rule.

The second prize went to M. Brindisi, chief egg inspector with Wilson & Co. with a time of 4 minutes and 33 seconds.

The contest was held in the Union Hall and was refereed by John A. Schoonover, business agent. The leading contestants and the men very soon mastered the new filler, and when the candlers left the hall they thoroughly understood how the filler should be handled. At the close of the contest a motion picture was taken of the operation.

Eggs are reported as having been arriving in a number of the Chicago plants in Tite-Pack fillers for some months, and some of the men had

had an opportunity to try it, but the man who took first prize, it is said, had never had any previous practical experience with this filler construction.

## THIRD LESS TURKS.

"We are getting a few fryers," writes W. M. Metcalf, Bangs, Texas. "This year's poultry crop will be about the same as last season's. I look for a third less turkeys to be sold in this territory. My weekly egg receipts are four cases."

## ABOUT THE SAME.

Little change, compared with last year, is expected in the poultry crop by F. B. Meyers, Bay, Mo. He reports light receipts of eggs, but these receipts are about the same as they were last year. Farmers are moving their poultry.

## EGG RECEIPTS NORMAL.

Jess Brothers, Bluff City, Kan., are getting 15 cases of eggs per week, which is the same as they were getting at this time last year. They do not handle poultry. "We find," they say, "that farmers are disposing of their surplus poultry."

### THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

# If You Are Shipping Live Poultry

To New York Markets, and are in search of a reliable, efficient and honest organization to receive your poultry, ship your next car to Kassel Poultry Company, Inc.

Mr. Abe Kassel, our manager, is universally known as "The Shipper's Friend," and has justly earned this title because of his unbroken record of efficient service. Meet him at the convention in Chicago.

**PAST PERFORMANCE IS YOUR BEST GUARANTEE OF WHAT TO EXPECT IN THE FUTURE.**

It is our sincere desire to serve the shipper, giving him the benefit of our forty years' experience in the New York Markets, and to do this in a way consistent with the principles of sound business conduct.

# Kassel

## POULTRY CO., Inc.

### LIVE POULTRY

16-17-18 THIRTEENTH AVE. 66-68 HEWITT AVE.  
WEST WASHINGTON MARKET, NEW YORK

Commission Merchants and Jobbers

**REFERENCE**

Chatham & Phenix National Bank

## CANADIAN REVIEW.

(Continued from page 37)

United States storage situation is anything but satisfactory to holders of stocks. Even at present prices heavy losses are being sustained, and it appears now that more serious losses will have to be faced in order to create a consumptive demand in sufficient volume to reduce stocks daily by about 47,000 cases in the four largest centres. Withdrawals from the storages are much less than this quantity. By a reduction in stocks of 47,000 cases daily the stocks in the coolers would be reduced by January 1st to about 600,000 cases, which is considered ample for January and February requirements. It is difficult to see how a more healthy movement can be brought about except through the price. There is some exporting of United States storage eggs, both through Canadian and United States ports, but the movement is limited.

Receipts of poultry are much heavier at all market centres, and prices for the most part are lower. A very large percentage of the arrivals is composed of poor, thin, unfinished birds. Well finished birds are in good demand at fair prices, but thin, unfinished stock is not wanted and has to be sold for whatever it will bring. The changed conditions since the increase of duty on poultry entering the United States have not yet become adjusted. Shippers who have in the past sold most of their receipts of live poultry to the United States are finding difficulty in locating new outlets. There is still some poultry being exported to the United States, but the extra duty is proving a serious obstacle. Some shippers are talking of killing and dressing some of their receipts, feeling that per-

haps they can do better in selling dressed poultry to the home markets. Some packing for storage is being done, but it is limited. Several of the larger operators have not yet started to pack for freezing. They say they do not like the outlook for the future at present costs.

Until we have some idea of the price at which the British markets will absorb our surplus it is difficult to say how prices will go.

United States receipts of dressed poultry have continued liberal but chiefly of chickens, the proportion of fowl being very small. Chickens have been in fair demand at unchanged prices, fowl in good demand and higher. Live poultry receipts are lighter. Fowl of good quality has worked out well at full market prices but thin undergrades have been slow. Chickens were slow early in the week but improved towards the close.

Exporters report that the demand for eggs for export has not been so good. Two cars of Alberta storage firsts were sold last week. Cables have been sent from this side offering storage firsts at 19 shillings 6 pence and 19 shillings 3 pence, c. i. f., without bringing a response. Latest cables to hand from Great Britain would seem to indicate that stocks there are getting into smaller compass, which may result in a more healthy market and a better demand from this side.

## TENTH LESS TURKEYS.

M. H. Brour, Brodhead, Ky., is getting 50 cases of eggs, which is less than for this time last year, and 1,500 pounds of live poultry per week. He figures that the duck, goose and chicken crop will be the same as last season's, but that there will be 10 per cent less turkeys marketed in his territory.

**WHEN YOU WANT THE COIN—SHIP TO COYNE**  
ESTABLISHED 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**Butter, Eggs and Poultry**

Financial Responsibility Exceeds \$200,000.00

Telephone Main—2834

119 W. Southwater St.

CHICAGO

# **Fulton Market Cold Storage Co.**

**Fulton & Morgan Streets  
Chicago**

**Unexcelled Facilities**

**Superior Service**

**Liberal Advances**

**Low Insurance**

**Capacity, 4,000,000 cubic feet**

Most modern equipment in use in cold storage houses; reinforced concrete construction, automatic sprinklers, etc.

Located in the heart of the Fulton and Randolph Markets and on the edge of South Water Street, yet out of the congestion of the loop district.

Direct connection with C., M. & St. P. and Pennsylvania Railroads.

**G. H. Iverson, Manager**

**G. W. Bodmer, Assistant Treasurer**

## MORE EGGS BY ELECTRICITY.

Although the use of electric lights in the poultry house does not greatly increase the total annual egg production of hens, says the United States Department of Agriculture, it does increase the yield during the winter months when the price is high and is, therefore, profitable. In experiments carried on by the department during the fall and winter of 1920 and 1921 lights were used from November 1st to March 20th.

Each year a flock of 50 pullets was used. The first year, during the period when lights were used, the lighted pen produced 50 dozen more eggs than the same number of pullets in an unlighted house. The second year the pullets in the lighted pen layed more than 60 dozen eggs in excess of an unlighted flock of the same size and quality. One 75-watt light was used for the 50 pullets for 2½ hours daily for 140 days. It was turned on at 4:30 in the morning and allowed to run until daylight, being turned off by the poultryman when he came to work. It was turned on automatically by an alarm-clock device.

An average length day of from 12 to 13 hours gives the best results. Adding the extra light in the morning is the most convenient method, although some poultrymen use lights both morning and evening. The hours added to the hens' working day should be the same in either case. Making the day longer than 13 hours forces the birds too much.

When lights are used in the evening some arrangement for dimming them is required so that the hens will go to roost before they are turned out entirely.

## TENTH MORE CHIX.

A. B. Wilkerson, Aurora, Mo., advises that he ships poultry in carlots the year round. He expects to ship 15 carloads within the next 30 days. His weekly egg receipts are 400 cases, this being 40 per cent less than he was getting at this time last year. The chicken crop, in his judgment, will show an increase of 10 per cent. Farmers are disposing of their poultry, he says.

## POULTRY RECEIPTS LIGHT.

Henry Hale, Blue River, Ky., reports receipts of eggs on about the same basis as for this time last year, but receipts of poultry light.

## LATVIA'S EGG EXPORTS.

Next to the biggest export industry of war-born Latvia is the egg business—over 70,000,000 eggs having been sent, chiefly to England, last year, with an estimated shipment of between 120,000,000 and 130,000,000 this year, according to American Consul Quarton, Riga. Only such firms as are in position to deposit with the government 1,000,000 marks to cover export duties, etc., in advance are allowed to export eggs from Latvia, and this practically gives the monopoly to a few large firms. Due to economic and other conditions, there are no facilities in the country for storing eggs, and, as a consequence, surplus eggs are gotten out of Latvia as quickly as possible.

## MORE CHICKENS.

Annandale (Minn.) Produce Company report that they are getting 20 cases of eggs per week and 40 coops of live poultry. Within the next 30 days they expect to ship 25,000 pounds of poultry. They look for the chicken crop to be larger than last season's and the turkey, duck and goose crop to be the same.

## MORE CHIX.

The egg receipts of the Bottemiller Company, Bertha, Minn., are very small, although comparing favorably with what they were getting at this time last year. Farmers are disposing of their hens. They do not handle poultry. The chicken crop in their section is expected to show an increase of 10 per cent over last year's crop. The turkey, duck and goose crop will be normal, they believe.

## NOT ENOUGH LOCALLY.

P. M. Dicarie, Bemidji, Minn., says that he is unable to get enough eggs for his local trade, which is also true of poultry. He believes this is due to that part of the country being too new and, therefore, farmers haven't much to dispose of. "We have to call on the outside for eggs and poultry," they say.

## WELL SOLD.

L. A. Maxfield, Brutus, Mich., reports that farmers sell their surplus poultry during the summer. His egg receipts are small.



**Superior Storage Service**  
**Poultry-Butter-Cheese**

---

**Union Terminal**  
**Cold Storage Co.**

**JERSEY CITY, N. J.**

TRACK CONNECTIONS WITH ALL RAILROADS

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**Manhattan Refrigerating Co.**

**NEW YORK CITY**

ON TRACKS OF NEW YORK CENTRAL R. R.

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**Kings County Refrigerating Co.**  
**BROOKLYN**

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Modern Warehouses—Proper Temperatures—Low Insurance—Unequalled Railroad Facilities—Ideal Location for Selling and Distribution—Liberal Advances

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

## WATCH FOR HIM.

Look out for a man giving his name as I. J. Schweitzer and representing himself to be a brother of Nathan Schweitzer, of Nathan Schweitzer Company, 407 to 411, 14th street, New York City.

A letter sent out by the above mentioned company explains the situation as follows, the letter being dated October 21st:

"About ten days ago we received a letter from J. H. White & Co. of Chicago, confirming a contract for the purchase of guineas, alleged to have been made with them by one I. J. Schweitzer, who represented himself as being a brother of our Nathan Schweitzer. In view of the fact that no member of this firm had made any such contract, we wrote J. H. White & Co., and so informed them. In answer thereto they advised us that this individual attempted to have them cash a check for \$100 but did not succeed.

"This morning we are in receipt of a letter from Peters & Co. of Cincinnati, advising us that they heard of this incident, and stated they believed this was the same individual who swindled a poultry firm in Cincinnati out of \$300, representing himself to be Mr. Silz.

"It is evident that this person is going around in the poultry trade, and we believe a statement of the facts should be published, and a warning issued to dealers to watch out for this party."

## CHIX AND DUCKS NORMAL.

"During October we expect to ship 75 to 100 coops of poultry," write The Avery Produce Company, Avery, Texas. We are getting about the same amount of eggs we were getting at this time last year. The chicken and duck crops will be normal, we think, and we look for 10 per cent less turkeys and 20 per cent less geese. Poultry receipts are transported by express. Farmers are not selling their hens very readily."

## LIMBERT'S AUNT DIES.

Harry Limbert and John T. Rior-dan, of the Waterloo North Star Company, drove into Chicago for the convention with their wives. Almost immediately upon arrival Harry Limbert received the sad news of the sudden death of an aunt living in Chicago.

## GOLF TOURNAMENT.

The much talked of golf tournament was played Tuesday at the Oak Park Country Club at Oak Park, Ill.

There were 27 entries with Tom Gallagher Jr., of Chicago and Arthur Corwin of Boston tied for low gross, and in the toss up Mr. Corwin won. He was presented with a handsome silver loving cup.

The contenders were H. L. Brown, W. A. Anderson, C. Harrison, F. E. Wattle, Howard Edson, E. F. Ahern, Joe Borden, C. C. Lees, H. M. McDaniels, C. B. Ford, A. Corwin, Tom Gallagher Jr., Troy Wilson, Jim Norris, Ed Sorenson, B. Redfearn, N. C. Dunham, R. H. Switzler, F. W. Spellmeyer, C. Cromer, O. Hornbeck, G. Engle, A. Josephy, A. J. Somerville, J. E. Cawkwell, A. S. Dale and Miles Friedman.

## CHIX MORE; DUCKS NORMAL.

The Storer Brothers Company, Ada, Ohio: "We have installed a 125-horsepower oil engine in our plant here. It is our belief that the chicken crop will show an increase of 20 per cent, that the duck and goose crop will be a normal one and that the turkey crop will be less than it was last season. We handle live and dressed poultry and expect to ship two cars per week during October. Our weekly poultry receipts are 40,000 pounds; our egg receipts, 500 cases, which compares favorably with what we were getting at this time last year."

## USUAL AMOUNT TURKEYS.

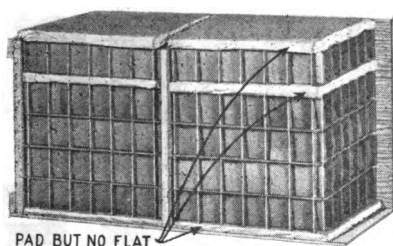
"Farmers are marketing a few hens and spring chickens," writes H. C. McVay, Austin, Texas. "My weekly egg receipts show an increase of 30 per cent over what they were for this time last year—50 cases. I am getting 10 coops of poultry per week. In my opinion, the chicken crop will be 25 per cent more than last season's. I look for the turkey crop to be about the same."

## FIFTH SMALLER CROP.

George L. Gohun, Birmingham, Ky., reports that practically no eggs are coming in. He will ship quite a little poultry within the next 30 days. There will be less chickens and turkeys than there were last year—about 20 per cent less.

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

## THE IRISH EGG TRADE.

For many years Irish produce enjoyed such an enviable reputation on the English markets that sellers were able to command a high price; and all who desire the best interests of this Irish industry will welcome the efforts which the authorities are making to ensure the marketing of the foodstuffs in the best possible condition. For many years past there have been complaints as to the holding up of Irish eggs in anticipation of advancing quotations; and when some of the eggs have reached the English buyers they have been in such a bad condition, owing to such holding back, and—almost as frequently—to careless packing, that the reputation of Irish produce generally and of Irish eggs in particular has seriously suffered. For this reason we are glad to learn that the Ministry of Agriculture for northern Ireland has strongly denounced the holding up of eggs which are intended for export until they become stale, and has urged upon those concerned the necessity of marketing produce in the best possible condition. In this connection we report in our "Law and Police" pages a prosecution under the sale of bad eggs (Ireland) order, in which the defendant was fined for having exposed 33 eggs for sale in a stale condition. In the course of the hearing it was stated that the defendant was liable to a penalty of £660, being £20 for each stale egg; and the magistrate intimated that in future the maximum penalty would be imposed. A representative of the Ministry of Agriculture for northern Ireland said the egg trade was being ruined by inferior eggs being shipped. Hence we learn that the powers-that-be are anxious to promote the best interests of an important Irish industry by fostering quality and insuring good value to the consumer. If such a policy is persistently pursued members of the trade on this side will not be slow to show their appreciation, and the results will be beneficial to producers, distributors and consumers alike.—The London Grocer.

## USUAL CROP.

The Bono (Ark.) Mercantile Company say that their egg and poultry receipts are very small. It is their belief that the poultry crop will compare favorably with that of last year's.

## BELIEVES IN POULTRY.

O. A. Barton, poultry specialist of the North Dakota Agricultural College, believes that egg production for the farmers of his state will be one of the most profitable occupations they can engage in this winter. He calls their attention to the fact that statistics show that egg and poultry prices have been more stable since the war than prices of anything the farmer can grow in his fields. During last January eggs reached a price at which it was possible to buy a bushel or more of any kind of grain except wheat with one dozen eggs. This year, he adds, this will probably be the case again. He also pointed out that one dozen eggs produced during the winter months are worth three dozen produced in the spring; that two dozen eggs at this time will pay for the "keep" of a hen all year.

"It would not do the farmer any good to know this if there were no way of increasing production. Production of any breed of chickens can be increased by reproduction of the individuals which lay the most eggs in the winter. Besides this, the ones whose production is generally poor should, of course, be culled out.

Sixty per cent of the eggs produced in the state are produced in the three months following, approximately March 15.

"The sooner we realize," Mr. Barton concludes, "that the same rules of breeding that hold good among hogs and cattle are also good among the chickens, the better off we will be."

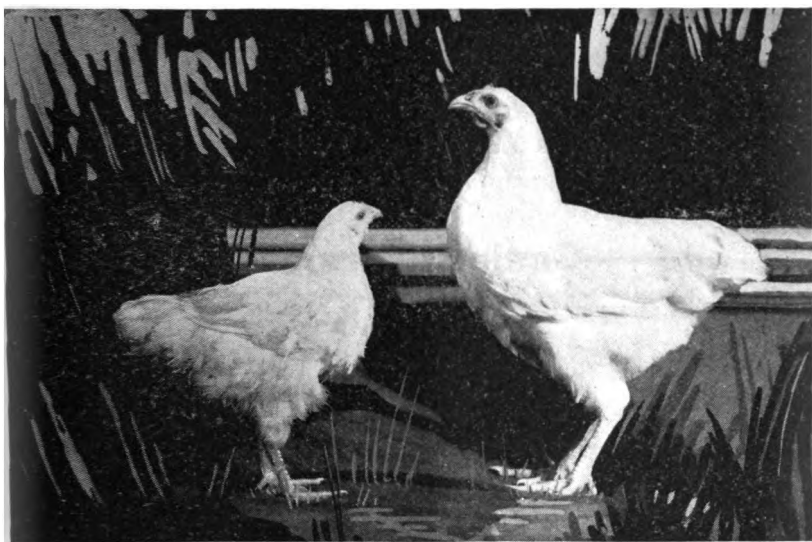
## MAY BE HALF LESS.

Three to five hundred pounds of poultry are being received weekly by Polen & Son, Antioch, Ohio, and some eggs. Their egg receipts show a decrease over what they were getting at this time last year. The chicken crop will be less, by one-half, they figure, than last season's.

## AVERAGE CROP.

F. E. Ludlow, Clemons, Iowa, reports that his weekly egg receipts are the same as for this time last year and that he is getting four to five coops of poultry. He does not ship in carload lots. His prediction is that the chicken, duck, turkey and goose crop will be an average one.

# They're Twins



Cholerine was given the larger bird, making this difference in size and appearance. Both chickens are from the same hatch and brood, are of the same sex, and were given the same combination of feed. Cholerine was added to the drinking water of the larger bird only.

## Just a Word on Obtaining Gains

Doubtless, experience has proven to you that certain feeds are more effective in obtaining gains than others. We have experimented considerably along these lines, as have many of the largest feeders and shippers of the country, and it has been found without question that, whether you milk feed, use sour mash or dry feed, or any combination of feed, Cholerine must be added to obtain noticeable results.

### **Germo Carboline**

A coal tar creosote disinfectant used by poultrymen in disinfecting their premises, coops and batteries. Get special prices.

### **Germo Insecticide**

A powerful insecticide to be sprayed in the coops and batteries, effectively eliminating lice, mites, and other germs. Get our booklet.

**Germo Manufacturing Company**  
**Germo Building      St. Louis, Mo.**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

**Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

DECEMBER 6, 1922

Number 12

## What this Country Needs Just Now

From The Whistle Idea

Not a job for every man but a real man for every job.

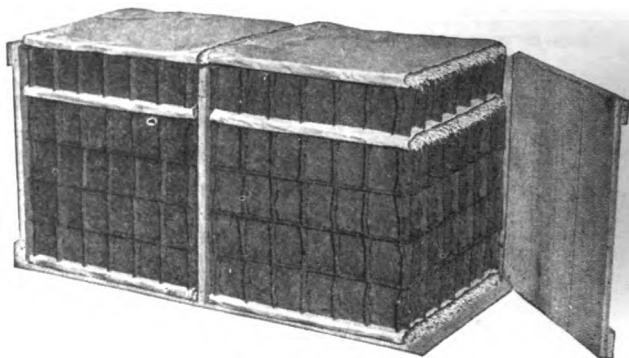
More tractors and fewer detractors.

Not more young men making speed but more young men planting spuds.

More paint on the old place and less on the young face.

Not a lower rate of interest on money but a higher degree of interest in work.

More following the footsteps of the fathers and fewer following the footsteps of the dancing master.



## What They All Say!

We wrote a letter to a dozen or so of our customers, asking them what they thought about the American Railway Express recommendation that eggs be protected by six excelsior pads.

Here are some of the replies. Note that while we never mentioned

### CHERRY DOUBLE-LOCK FILLERS

several of our friends just couldn't resist adding a word of commendation for these Fillers.

In regard to the use of six excelsior pads in conjunction with Cherry Double-Lock Fillers, will say that this is the only way to ship eggs successfully.—L. R. Riddlebarger, Admstr., Nevada Poultry Co., Nevada, Iowa.

We have been using six excelsior pads and we find them very satisfactory. Our damage claims this year are very much less than they have been in previous years.—W. Bauer, President, Mitchell Produce, Co., Mitchell, S. D.

We have been using six excelsior pads to the case and find that method gives very good satisfaction. Have had less complaint on our shipments this season than ever before.—Rochester Egg & Poultry Co., Rochester, Minn.

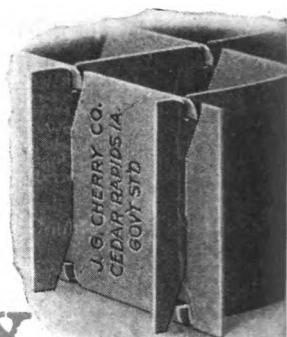
Answering your letter of the 28th, we have been using six excelsior pads to the case, and we believe it has eliminated a lot of damage. We have had but very few railway shipments that have arrived in damaged condition this season. We are very well pleased with excelsior pads. Your Fillers are of very high standard, and are well built. We have always been

well satisfied with your fillers. We have used them for several years.—J. F. Peterson, Peterson-Bedrick Co., Wadena, Minn.

We have been using 6 pads to the case and we do not have the breakage that we did with the excelsior, nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put in their tariff that everyone must use them or charge a higher rate on loose excelsior.—C. C. Pickerell, Mgr., The Hawkeye Produce Co., Chariton, Iowa.

Send for a sample Cherry Double-Lock Filler.

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.







***Shoulder to shoulder our Service Men, former Government experts, work with you and your men.***

A Purina Service Man does for the fattener what the cost-accounting expert does for an owner of a factory—cuts cost and increases production. He checks up your plant methods and tells you—

**[1] How to cut your overhead expenses.**

**[2] How to get greater increase in weight at less cost per pound.**

The head of a large Iowa plant (name on request) says of a Purina Service Man, "We consider ourselves extremely fortunate in having been able to secure his services for the short time that we had him here. We are sorry and extremely so, that we cannot have a man of his caliber within our organization."

You may have one of our Service Men train your feeders. Write for full particulars.

*Feed  
from the  
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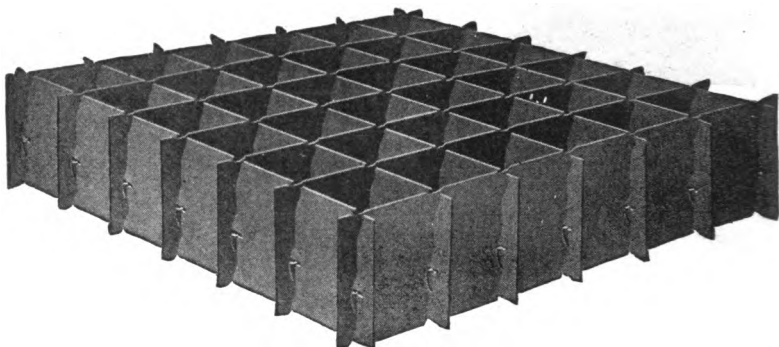
### **Purina Mills**

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Ft. Worth      Nashville      Buffalo

*Ask about  
Special Checker Chops*





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Our manufacturing department realizes the importance of keeping the quality of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, DECEMBER 6, 1922

No. 12

## CHICAGO EGG MARKET.

OUTCOME OF STORAGE DEAL THIS YEAR, IT IS PREDICTED, WILL LEND TOO MUCH ENTHUSIASM TO EGG STORAGE NEXT SPRING—FRESH EGGS EXPECTED SOON—PULLETS AND HENS BEING RETAINED FOR ACTIVE LAYING CAMPAIGN.

The past fortnight of the egg market at Chicago has been a battle royal between the producer and the consumer. In this way: The weather has been so open and the hens have been off lay so long that fresh eggs in quantity appear imminent, but we are in one of those situations so common to the winter egg business, where the eggs appear to be coming and yet are not where the trade can see them. No one can say definitely there are fresh eggs in quantity, and, yet, from all over the territory we hear reports of propitious conditions and slight increases, which lend color to the fear of a real increase in the near future. On the other hand, the deliveries out of storage have been good, beyond all expectations.

We figured toward the end of October that when November was reached, with its heavy deliveries last year, there would be little possibility of even equalling 1921, much less exceeding deliveries during November of that year. Now November is behind us. We know that we have not only equalled but far exceeded the deliveries of last year.

Toward the 10th of November it was figured that it would be necessary to move out of the four markets 50,000 cases average for each business day, from that time on to the 1st of January, in order to assure a reasonable carry-over into 1923. The movement in the four markets for the month of November was 1,132,789 cases, or an average of over 45,000 cases per day, while the average for the last two weeks of the month was close to 50,000 cases a day.

The preliminary government figures for December 1st will be available by Thursday of this week. Judging solely by the figures of the four markets, the output for the month must be in the neighborhood of 2,600,000 cases, which would

mean a reduction in the excess of about 600,000 cases, bringing the excess down to 700,000 cases odd. Considering the fact that present deliveries in the four markets are exceeding last year by some 12,000 to 15,000 cases a day, an excess of 700,000 cases would be entirely wiped out in the month of December alone, and the trade would go into the 1st of January with less stock than last year, something in the neighborhood of 750,000 cases.

These facts—that is, the fact of the imminence of fresh eggs, and the fact of the unexpected heavy deliveries from warehouses—are well known through the trade, and they follow them from day to day with eagerness. It is this phase of the market we have in mind when we say that the egg market for the past fortnight has been a battle royal between the producer and the consumer, the consumer outdoing himself to put the market up and the producer to put it down, paradoxical though that may seem.

This unexpected heavy consumption of eggs has saved the day so far and will eventually save it, barring the fresh eggs mentioned above. It will have saved the trade a tremendous amount of money. Eggs are selling today at practically cost, whereas during the summer we faced a real calamity. The fly in the ointment is the effect this will have on next year's business. If we can store 10,000,000 cases of eggs, 25 per cent more than were ever stored in the country before, and get rid of them at fairly even prices, the confidence the trade will have in the market next April will be unbounded, and it is to be feared that too high prices will be paid again. Reports we have from the country indicate that the pullets and laying hens are not being marketed with any freedom, and that the quantity of eggs we may expect next year will be fully equal to if not larger than that received in 1922. It is to be hoped the trade will remember the anxieties of this year and not bid the price up to a point where nobody can make any money.

From the 1st of November the market on December deliveries, which is the barometer of the wholesale storage egg market here,

has moved from 25 to 29¼c, the settling price for today. The market closed firm today, however, and in view of heavy deliveries again, this option will likely sell at 29½c tomorrow. One notable feature is the fact that deliveries are not being absorbed—that is, those receiving eggs from the clearing house in completion of contracts are turning them back into the exchange again on short contracts. This decreases the number of outstanding options rapidly without the actual delivery of many eggs. We are of the opinion that right now, today, the future market is at least ½c above the spot value of the eggs represented by the grade of "standards." The December market bids fair to become a spot market before the 15th, in which case the price of the option must seek the same level as the going price for the same grade of egg off the board.

Fresh are scarce, and for the most part, of doubtful quality. Some few lots of fine eggs are being received, but they are very few. Good prices can be obtained for such eggs. The board quotation, 47@50c represents about the range of trading on the general run of fresh receipts now coming in.

Chicago, Dec. 4, 1922.

#### PHILADELPHIA.

Strictly fresh-laid eggs are a scarcity, and the few offering command the seller's price. These readily bring 60@75c per dozen. Price is dependent upon quality and size.

Storage are in ample supply with an increased pressure to sell. Buyers show a lack of confidence owing to the weather conditions and the short time remaining to unload. December 31st is supposed to close the season for cold storage eggs. Eggs that are carried over into the New Year are generally unsatisfactory, owing to their age and quality.

The bulk of the supply was of medium and poor grades, which were neglected and slow of sale.

The market has been over stocked with medium and thin live poultry, which was almost unsalable. The accumulations have become a serious matter to the receivers, as they have no sales space for these goods.

Fat, meaty poultry of all kinds is always in demand and sells usually at a premium.

Choice turkeys are wanted. The receipts have been fairly liberal and have sold well at quotations. Ducks

and geese have ready sale and buyers are anxious to get fat stock.

The arrivals of dressed poultry were moderate with light demand. Buyers, as a rule, overbought for the Thanksgiving trade, hence are working on their unsold stock.

The Thanksgiving turkey sales were a disappointment. The prevailing high prices, 70 and 80c, retail, proved prohibitive to buyers, and chicken was served at many Thanksgiving feasts.

#### CHICAGO POULTRY.

Chicago poultry market has been receiving good calls during the past week, though the last several days have been reported as only fair. Cars average about 12 to 14. Today there were 12 cars received by freight and 1,105 coops by express.

Railroad shipments have greatly improved. Short hauls are arriving on scheduled time and service was never any better.

The Live Poultry and Dairy Shippers' Association has issued the regular monthly letter to its members. They have reported that there is now on docket of the Southwestern committee a proposition to reduce rates on eggs from Kansas group one stations to Shreveport, making the \$1.38½ rate applicable via all lines.

Garrett B. Shawhan, prominent on the Chicago egg market, has accepted a position with Bowman & Co.

The Illinois Creamery Supply Company, 711 S. Robey street, Chicago, has incorporated with a capital of \$6,000. They will manufacture and deal in dairy and creamery supplies and also machinery. Incorporators were: Joseph L. Rosen, Frank Manno and Pat Lombardi. Correspondent, Reliance State Bank, Madison at Ogden avenue.

Advance Provision Company, Inc., 907 Fulton street, Chicago, has incorporated with a capital of \$10,000. They will deal in meats, meat products, poultry, etc. Incorporators were: Alex Engel, Julius Buchbinder, Wm. Schure. Correspondent, Epstein & Feiwell, 10 South LaSalle street.

Announcement has been made from the executive offices of the National Poultry, Butter and Egg Association that data are being prepared to present to the interstate Commerce Commission regarding the increased rates of the American Railway Express Company. The executive committee met at the of-

fices on November 17th, and, after conference, instructed Harrison F. Jones, executive secretary, to carry on the work and investigation of the freight rates and service inquiry. During some of the recent discussions the practice of the express company docking commission merchants on commission of lost goods and damaged shipments was brought up. The express company offered the following: "When such claims are presented for loss of the entire shipments or the loss of one or more entire packages, making up the shipments, the commission merchants' commission will be deducted in arriving at the amount to be paid. When claim is for damage or partial loss (not entire package) no deduction will be made for commission. This is to be made effective on traffic moving on and after December 1, 1922." This present proposition is now under consideration and the executive offices invite any kind of constructive criticism.

The South Chicago Grocery & Produce Company has increased stock from \$35,000 and 50 shares at no par value to \$45,000 and 50 shares no par value.

The Live Poultry & Dairy Shippers Traffic Association has filed a complaint against the southwestern lines. The rate to New York city on live poultry is \$1 higher than that on dressed poultry. Officials say that if some settlement is not reached with the southwestern lines the complaint will be filed with the Interstate Commerce Commission.

All arrangements have been made by the National Poultry, Butter & Egg Association to have all the children who are visitors at the International Livestock Exposition also visit the numerous cold storage houses in the city. The executive office has announced that December 7th will be the visiting day.

President Henry Pfeiffer, of the National Poultry, Butter and Egg Association, has finished his selection of the standing committees for this present year. Harrison Jones has announced that many of the selected persons have already sent in their acceptances. A list of the names will be published when all acceptances have been received.

The \$10 deposit for all scheduled cars (proposed by the western carriers) has been withdrawn. The Live Poultry & Dairy Shippers Traffic Association, represented by Mr. Blanchfield, succeeded in bringing about this result. On March 18th the association presented their case

to the Interstate Commerce Commission and again on May 9th to the southern. On June 1st there was a public hearing and Mr. Blanchfield presented a brief. About this time Mr. Blanchfield believed that the best way was to propose a rule and present it to the trade. This was done and later submitted. The questionnaire was sent to all shippers of live poultry. The summary of the brief in the questionnaire showed that out of 5,000 cars only eight had been cancelled by the shippers themselves. Other cancellations were due to some fault of the carriers. So effective was this brief that it convinced the Western Trunk Commission to withdraw the Docket Commission.

A hearing on the readjustment of the Wisconsin Cheese rates was held on November 21st. Representatives were as follows: Wisconsin Cheese Shippers, F. H. Elkinton (General Traffic Service, Milwaukee, Wis.); C. A. Strauble & Co., Green Bay, Wis.; Mr. Kerwin, of the Green Bay Chamber of Commerce; Pauly & Pauly, Manitowoc, Wis.; Mr. Pauly; Independents or Chicago jobbers (other than packers' interests) Mr. Gunart; Chicago Packers, Mr. Manker, of Armour & Co., National Poultry, Butter and Egg Association, Messrs. Ruohy and Albright. The majority of the time was taken for discussion. Mr. Elkington discussed matters from an agricultural viewpoint; covering the question of readjustment and equalization of rates, by separating into groups the state of Wisconsin, using Milwaukee (as a 100 per cent point) as a basis with arbitraries in cents per 100 pounds from the various groups over Milwaukee, presenting exhibits, maps and scales, showing present and proposed basis.

The present rates are as follows:

From	Present	
	C. L.	L. C. L.
Plymouth .....	\$1.72½	\$1.76
Manitowoc .....	1.72½	1.80½
Green Bay .....	1.76½	1.96
New Richmond ..	1.76½	2.14

(Continued on page 11)

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**

**Total Space Cooled, 16,400,000 cubic feet**

**Best Service for**

# EGGS

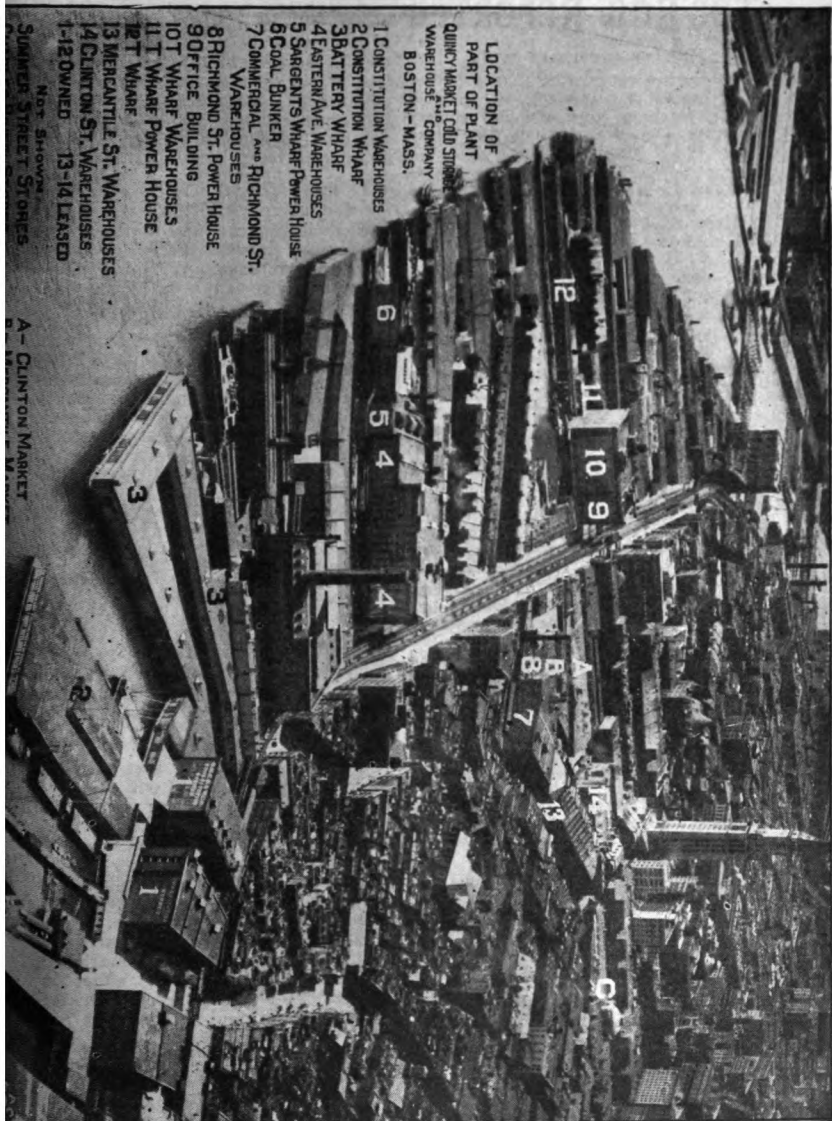
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# POULTRY

**The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.**

**Get Next to Your Customers**  
**STORE your EGGS, BUTTER and POULTRY**  
**where you must SELL them—in the MARKET DIS-**  
**TRICT.**

**Treasurer-Manager, George H. Stoddard**  
**Assistant Manager, Henry W. Tinker**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

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EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

GENERAL OFFICES:  
Waterloo, Iowa—Westfield avenue and Menges street

PUBLICATION OFFICE:  
Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., DEC. 6, 1922

But let the good old corn adorn  
The hills our fathers trod;  
Still let us, for His golden corn,  
Send up our thanks to God!

—Whittier.

THE Pacific Fruit Express Company, it is announced, will purchase 5,000 additional refrigerator cars. The Pacific Fruit Express Company is a carline owned jointly by the Union Pacific and the Southern Pacific. Let us hope some of these cars when they arrive will get into dairy and poultry traffic service.

A MEETING has been held and an effort will be made to change the Minnesota cold storage law at the coming session of the legislature of that state. Egg people who are accustomed to storage eggs and warehousemen whose houses are made for holding eggs in storage are the chief objectors.

It is reported on reliable authority that about 80,000,000 live chickens, ducks, geese and turkeys are shipped by express yearly. What a need this expresses for good packages and reasonable care in handling.

WHERE the hen is the machine, the egg the product, feed and labor the costs, it remains for management to be the economy. Carry this on down to the egg and poultry handling business if you want to.

AT CROOKSTON, Minn., they report another hen changed to a rooster. There are mannish women and womenish men. Why shouldn't there be roosterish hens and hennish roosters.

IT WAS Theodore Roosevelt who said: "The only shots that count are those that hit."

NEVER judge a man by the hat he wears. Judge by what is under it.

## GOVERNMENT ADVICE.

Farmers, merchants, and shippers in the country districts will improve the reputation of the market egg if they give more and more attention to careful candling of eggs before they let them go any farther on the way toward the consumer, according to the news of the United States Department of Agriculture. The presence of doubtful eggs hurts the reputation of all the eggs marketed and has a corresponding effect on the price. The wag responsible for the saying, "a doubtful egg is a bad egg even if it is a good egg," said something no poultryman or egg dealer ever should forget.

Candling is the surest way to take doubt out of the egg case. The United States Department of Agriculture has a bulletin on the best methods and equipment for doing the work. Those who desire it should write to the department at Washington, D. C., for Department Bulletin 565, "How to Candle Eggs." It contains descriptions of candlers for the handling of small numbers of eggs and for handling large quantities.



## CHICAGO POULTRY.

(Continued from page 7)

The proposed rates are as follows:  
From Proposed

	C. L.	L. C. L.
Plymouth .....	\$1.64½	\$1.65½
Manitowoc .....	1.64½	1.65½
Green Bay .....	1.71½	1.73½
New Richmond .	1.76½	1.81½

The meeting was primarily held to establish new rates on cheese by the carload and less than carload from all shipping points in Wisconsin to New York and other eastern cities, and to points south of the Ohio river and east of such points as Milwaukee.

The exchange has a new source of prolific advertising in the "Tiger" of France, George Clemenceau. His secret of 81 years of energy is attributed to eggs and more eggs. Eight soft-boiled eggs for his supper and five more for his breakfast was what the "Tiger" ordered when he was in Chicago. To bed at 8 and arise at 5 is his schedule. "I go to bed and get up with the chickens," he said; "that is the reason why my principal diet is eggs."

Visitors on the exchange during the past week were: W. E. Bleiss, W. P. Rotey, Rochester; P. L. Blazy, Lincoln, Neb.; M. Slemhoff, Toronto; W. H. Party, George Brook, A. E. Woolsey, S. Nuth, H. Churn, Cedar Rapids; J. A. Richardson, Memphis, Tenn.; F. W. Whipple, Providence; Ralph Gordon, H. G. Moore, Toronto; M. Dermott, Pittsburg; Frank Chabrow, Philadelphia; C. Geron, New York City; R. G. Canns, R. H. Switzler, St. Louis, Mo.; N. S. Cameron, Toronto; M. Mejcu and W. L. Wood, Milwaukee.

## CANADIAN REVIEW.

In some sections of the country production of eggs is on the increase, but in others there are as yet no signs of any increase. It would seem that production is now at low ebb and a gradual increase may be anticipated. Ontario country track shippers report paying for really fresh eggs 55c, straight gathered, 45c, and held stock, 35c. They have made f.o.b. sales as follows: Fancy, fresh, 70c; pullets, 60c; straight gathered, 46@53c, according to quality; held stock, 35c.

Sales of storage eggs were made last week at 3½@37½c f.o.b. country storages. Storage eggs are slightly firmer in sympathy with the

advance in the United States. Imports from the United States of storage eggs continue to be very free. They cost 29@30c, f.o.b. Chicago, or about 34c, delivered Toronto and Montreal. Consumption of eggs was never before known to be better, and storage stocks are being reduced rapidly.

United States egg markets have developed considerable strength of late, particularly storage, and there seems to be a growing feeling in the trade that the stocks in storage will clear at present prices and perhaps higher. The withdrawals from storage warehouses at present are the largest known for this season of the year. Latest wires from Chicago quote that market as follows: Spot fresh firsts, 47@50c; refrigerators, 29@30c.

The poultry markets during the past week have been largely influenced by the demand from the United States for their Thanksgiving turkeys. In Saskatchewan, Ontario, and the east there have been a large number of United States buyers through the country, primarily in quest of turkeys. At the Napanee fair dressed turkeys sold at 40@45c and further east as high as 50c was paid. Generally, poultry markets are firmer; some packers offering 2c per pound more than last week for well finished birds. Packing for storage is now in full swing. Judging by inquiries and reports from the Prairie provinces, they have considerable surplus poultry to market, and it is likely much of this will come east. It is a little early to say with any degree of accuracy what prices will be for turkeys for Christmas. Some are of the opinion that dressed birds will be about 50c; others look for lower prices. Prices paid for live poultry, delivered Buffalo, last week were: Large chickens and fowl, 22@25c; small chickens and fowl, 16@17c; ducks, 20@24c; geese, 20@24c; turkeys, 46@48c.

United States receipts of dressed turkeys have been unusually light and the high prices anticipated for Thanksgiving have been realized. At New York 60c was paid for some carlots. Other classes of poultry were firm and higher in sympathy with turkeys. Arrivals of live poultry continue to be of record-breaking proportions, and receivers have found difficulty in effecting a clearance. At the close of last week offerings were as heavy as ever and the tone of the market generally weak.

There are still a few cars of eggs going forward on export account to Great Britain, but these are largely in completion of sales made a little time ago. Latest cables from Great Britain do not give much encouragement as to further business, but some exporters are of the opinion that there will be an improvement in the British markets before the close of the year. The heavy shipments of United States eggs going over on consignment are having a bearing on the British market at present.

The only export business in poultry at present is to the United States. Large quantities both of dressed and live stock have gone there during the past week. Exporters are anticipating a demand from Great Britain.

#### MORE CHIX AND TURKS.

"My egg receipts are only about half what they were at this time last year," advises C. A. Loveland, Cherokee, Kan. "I do not handle poultry. I look for 25 per cent more chickens, 20 per cent more turkeys and about the same amount of ducks and geese as were produced in this section last year."

#### MORE DUX AND CHIX.

The Farmers' Cooperative Exchange, Bourbon, Mo., state that their weekly egg receipts are running around 100 cases, this being 25 cases less than for same time last year. They shipped about 21,000 pounds of poultry during November. It is their belief that this year's turkey and goose crops are less than last season's, but the chicken crop is 10 per cent more and the duck crop 6 per cent more. They handle live poultry.

#### LESS CHIX AND DUX.

John Doll, Bowlus, Minn., expects less chickens and less ducks to be marketed this year. The turkey and goose crop will be normal. Very little poultry is coming in. Egg receipts are light, but about the same as they were for this time last year.

#### EGG RECEIPTS LIGHT.

L. H. Nagel, Brokensword, Ohio, says that his egg receipts are small, although comparing favorably with what he was getting at this time last year.

**We Wish You**

**A**

**Merry Christmas**

**and**

**Happy New Year**

**DAVENPORT LADDER CO.**

**DAVENPORT, IOWA.**

**Successors to F. Smith & Son, Clinton, Iowa**

# **Southern Egg Case Filler Company, INCORPORATED**

**Manufacturers of**

**HIGH GRADE**

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**FILLERS**

Our fillers and flats are full weight and of uniform thickness.

We are affiliated with the largest strawboard mill in the south, manufacturing our egg case filler board under special process, which makes our filler odorless.

Please write for samples and prices.

Capacity, two cars per day.

**Southern Egg Case Filler Co.**  
**INCORPORATED**  
**NEW IBERIA, LA.**

## COLD STORAGE OF EGGS.

PAPER PREPARED BY J. OLDHAM, BOLTON, ENGLAND, FOR PRESENTATION AT MEETING OF THE COLD STORAGE AND ICE ASSOCIATION.

Eggs as a cold storage product have become of great importance during recent years, and I am of opinion that this importance will grow in the near future. London, which in 1913 was the leading market for Russian eggs and imported 2,157,995,000 eggs from that country, had its egg imports decreased by 1,593,535,200, owing to the cessation of commercial relations with Russia, in spite of new consignments from Canada. The U. S. A. held in store 22,320,638 pounds of frozen eggs in addition to 36,817 cases of egg in shell during March of last year, taking 10 frozen eggs to the pound and assuming that the cases contained 30 dozen shell eggs each. This represents 327,532,264 eggs. These figures are quoted merely to give some idea of the magnitude of the egg trade. Statistics show that the consumption of eggs doubles every five to ten years.

It has long been a problem in Ireland what to do with the egg surplus during the productive season. The solution of this problem is cold storage, which has been found to be superior to all other methods of preserving this product.

Eggs are one of the most difficult products to refrigerate successfully, but, if properly cared for, are among the most profitable, as I know, having had considerable experience in the preservation of this product on a commercial scale and having also carried out private experiments. The old proverb, "if a thing is worth doing at all, it is worth doing well," strictly applies to the storage of eggs. Disastrous results are sure to follow if this rule is not adhered to.

Assuming that the insulation is good, so that a uniform temperature may be maintained, the points to watch are grading, packing, temperature, humidity, and air circulation.

## GRADING

There are several methods of determining the fitness of eggs for cold storage. These are the candling, density, sound and appearance of shell tests.

Candling is the most reliable of these tests. The apparatus consists of a rectangular or cylindrical box of wood or metal about 18 inches high, the former being about 4½

inches square, the latter 4½ inches diameter. In the rectangular type one of the corners is pierced with holes of 1¼ inches diameter situated about one-quarter way up; in the cylindrical type the holes are diametrically opposed. The top of the candler should be closed to prevent diffusion of light on to the ceiling, which would prevent close candling; the bottom may be left open to light the booth. In the box is an ordinary incandescent electric lamp of about 32 c.p. attached to a flexible cable. In candling, the egg is taken up with the thumb and first finger and held close to one of the holes. Wholesome eggs are very translucent, while those to be further investigated are nearer opaque. If a dark patch is shown the egg must be rejected at once, as it probably contains an ornithological specimen. With a little experience any ordinarily intelligent individual can become an efficient candler.

To carry out the density test, prepare a solution of 2 ounces of sodium chloride in a pint of water and place the egg therein. A fresh egg will sink to the bottom; one 24 hours' old will just submerge; one three days' old will remain afloat, and if older than three days it will float easily. The older the egg the less will be the submergence, one two weeks' old being very buoyant. The changes are due to the decrease in the density of the egg owing to loss of moisture.

I will omit to describe the sound and appearance of shell tests, as it needs an experienced person to perform them with a reasonable degree of accuracy.

Freshly-laid spring eggs, with clean, intact shells, not more than six days' old, usually constitute the best grade, whilst similar summer eggs are inferior in quality from a storage standpoint and require more vigilant candling.

It is not advisable to wash dirty eggs either in water or dilute sulphuric acid, as is sometimes done, the reason being that it lowers their resistance to deterioration. If not intended for immediate consumption it is better to freeze broken and cracked eggs in bulk.

## PACKING

The material used in the manufacture of egg cases has a marked effect on the sweetness or otherwise of the eggs at the end of the storage period. Eggs have a great affinity for odors and soon become tainted if placed in close proximity to any-

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.



## The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....

thing evolving them. Whitewood, which must be well seasoned, is the most popular material for the construction of the cases, with hard calendered fillers with excelsior above and below each layer of eggs. These cases usually hold 30 dozens. The fillers should just fit the cases without either crowding or being so loose as to allow the eggs to shake. Whatever the materials used for the construction of the cases and fillers, they should be absorbent, and practically odorless for eggs evaporate continually and it has been found necessary in practice to surround them by some medium which will absorb the substances evaporated. If any doubt about this still lingers in the mind of anyone, let him take a number of eggs, place them in a tin box, not too large, and hermetically seal it, then place it in an ordinary refrigerator and in three months' time let it be unsealed, when an extraordinary spectacle will meet the eye and will also be detected by the nasal organ. The inside of the tin will be coated with moisture, and as the tin was dry at first this moisture can only have come from one possible source, viz., the inside of the eggs. This proves that they do evaporate, and this evaporation must be absorbed, otherwise unsatisfactory results will follow. Another proof is that the weight of the cases when removed from storage shows an increase on the initial weight whilst the eggs have decreased in weight.

#### TEMPERATURE AND HUMIDITY

There appears to be a difference of opinion as to the temperature to be maintained in an egg storage room, but this much may be said at the outset, whatever temperature is decided upon the correct relative humidity for that temperature must be maintained. Of course, this temperature will be higher than 28 degrees F., as this is very near the freezing point of the albumen of a fresh egg. A sour or cracked egg will freeze at from 3 degrees to 3.5 degrees F. above the freezing point of a fresh egg, the freezing point being understood as the temperature at which ice crystals begin to form inside the shell.

In my experience of egg storage, I have always endeavored to maintain a temperature of 30 degrees F. for long period storage, with a relative humidity of 80 percent, but if the temperature varied from any cause, I took precautions to regulate the humidity accordingly, which

was accomplished by the use of an absorbent (calcium chloride), and by the aid of the hygrometer. Temperatures up to 40 degrees F. may be carried with good results for short period storage provided the humidity is controlled, as before mentioned. Between 28 degrees F. and 40 degrees F. the percentage of humidity should vary 30 percent proportionately. I prefer the lower temperature as it minimizes the liability of the eggs to spoil by the adhesion of the yolks to the shells.

When eggs are placed in the storage rooms they should not be cooled too quickly, but gradually lowered to the temperature at which they are to be held; likewise, on taking them from the storage rooms it is better to bring them gradually to the temperature of the outside atmosphere. This can be best accomplished by having the candling room cooled down somewhat and adjoining the storeroom, so that the process of cooling takes place simultaneously with the candling. The effect of too rapid cooling or heating is to thin the albumen.

The use of thermographs is advantageous in the control of an egg room temperature, as any fluctuation is easily observed from the point of control and is also a permanent record automatically taken.

#### AIR CIRCULATION

To insure good results in an egg storage room, a good circulation of air is very essential, the reason for this being that the evaporation from an egg contains the putrid elements resulting from a partial decomposition of the egg tissues, and that the air of the storage room carries them in suspension. Therefore, if the air is well circulated, these impurities will be more promptly eliminated by being brought into contact with the cooling pipes and absorbents.

The circulation should be maintained during the whole of the storage period. Forced circulation is superior to gravity circulation. It has been argued that a vigorous circulation of air in an egg storage room will shrink the eggs, owing to excessive dryness. Those who argue in that way must surely have neglected the subject of humidity. If a most thorough circulation and distribution of air, combined with a systematic control of humidity is maintained, good results will follow. I have obtained excellent results from rooms fitted with false floor and ceiling, the former containing the cooling pipes; also a forced air circulation maintained by a large.

# **Pack Your Eggs Right**

## **USE**



## **Indiana Board and Filler Co.**

**Vincennes, Decatur, Evansville, Indiana**

**Urbana, Ohio,**

**Memphis, Tennessee**

# A Better Buy

- Dried by the Collis Process—Loses only
- Put up in handy sacks—easy to handle.
- Saves in Freight—Keeps indefinitely.
- Contains 90% milk solids—3 times as m
- Retains all the natural lactic acid of fresh
- The important vitamins are not destroyed

Prof. Philips, of Purdue Experiment Station reports in bulletin No. 258 that Dried Buttermilk is as good or better than the liquid form. His experiments were on egg production and his results, therefore, are conclusive evidence of the feeding value of Dried Buttermilk.

**THE BEST DRIED BUTTERMILK**

“Dried Fresh”

**COLLIS PROCESS**  
CL



# Way To Buttermilk

i-condensed buttermilk.

k.

Prof. Evvard, of Ames, Iowa, Experiment  
ation, reports that Dried Buttermilk is an  
excellent feed for pigs.

BY THE COLLIS PROCESS

e Churn"

# TS COMPANY

WA

# **WONDERFAT STATION FEED**

**Costs You no  
More to Feed  
Today than Corn  
and Oats, and It Is  
a Lot Better Feed**

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**FOR FURTHER INFORMATION WRITE  
V. R. COMBS, Sales Manager  
Wonderfat Poultry Feed Dept.  
Produce Exchange Building  
KANSAS CITY, MISSOURI**

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## **FOUR BIG MILLS**

**Chicago—Buffalo—East St. Louis—North Kansas City**

**Superior Storage Service**  
**Poultry-Butter-Cheese**

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**Union Terminal**  
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**JERSEY CITY, N. J.**

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**Kings County Refrigerating Co.**  
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Modern Warehouses—Proper Temperatures—Low Insurance—Unequalled Railroad Facilities—Ideal Location for Selling and Distribution—Liberal Advances

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

slow-speed centrifugal fan for the displacement of air varies very nearly as the speed of the fan, whilst the power required varies approximately as the cube of the speed. By this arrangement the air is forced upwards into the room through holes in the floor, returning by way of holes in the ceiling which communicate with air ducts leading to the fan. This system is theoretically perfect and the practical results have been most gratifying. It is a great improvement over rooms fitted with cooling pipes on the sides and ceiling for the storage of eggs; the goods in such a room are all exposed to exactly the same conditions in regard to circulation, temperature, humidity and purity of air.

I have eaten an egg which had been in cold storage for twelve months, but it is not recommended to store them for so long a period, for under even the best conditions, eggs always acquire a "storage taste" after about 30 weeks, and it is found that after 10 or 11 months the vitelline membrane becomes thinner together with an enlargement of the air space. During the first part of the storage period the percentage of ammonium-nitrate increases, indicating chemical modifications of the albumen.

#### CANNED EGGS

As stated before, eggs with dirty or cracked shells, if not intended for immediate consumption, are usually canned and frozen.

The egg-meat after removal from the shell should be scraped with a wooden scraper through a galvanized wire screen of about half an inch mesh into a shallow pan. This treatment will break the yolks, which is desirable, otherwise they will become solid. They should then be thoroughly stirred, as the yolk is lighter than the white and tends to remain on top. Next, the cans, which should be of good quality tin-

plate, should be filled about two-thirds full and frozen at 20 degrees F. When frozen they should be filled up to distance of one-half inch from the top and again frozen. This procedure usually prevents a large hump forming in the centre of the can which usually occurs when they are filled up at once. The can should now be hermetically sealed.

Some packers exhaust them of air before sealing, but equally good results may be obtained by soldering after freezing, as the air in the can has been somewhat sterilized by the low temperature.

When canned eggs are taken out of cold storage they should be thawed out by placing the can in cold water. This method is much better than thawing in a warm room. They should be used as soon as they are thawed, when they will be found fit for most culinary purposes.

## Wayne & Low, Inc.

Commission Merchants  
**EGGS, POULTRY**  
**BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

## Bickel & Miller

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA**

**EGGS, BUTTER**  
**AND POULTRY**

**LARGE OR SMALL SHIPMENTS**

**WHEN YOU WANT THE COIN—SHIP TO COYNE**  
ESTABLISHED 1894

**COYNE BROTHERS**

**CARLOTS OR LESS**

**Live and Dressed Poultry**

**FRESH EGGS WANTED**

Financial Responsibility Exceeds \$200,000.00

Telephone Main—2834

**119 W. Southwater St.**

**CHICAGO**

## THE ELEMENT OF CHANCE.

BEING THE REPRODUCTION OF A READ-  
ABLE ARTICLE BY BERT H. BARTER,  
TAKEN FROM THE OCTOBER ISSUE  
OF "BOXES," THE HOUSE ORGAN OF  
THE CHICAGO MILL AND LUMBER  
COMPANY.

Noah was not a gambler. There was none of the "let's take a chance" spirit about him. Had there been, "Noah & Co.," like all others, would have been engulfed in the tidal wave of disaster and the world in general would have been adjudicated a bankrupt—a failure. Business would certainly have been at a standstill following the flood had he not built for the future and built well.

The ark would have been of little value had slipshod methods and poor materials been used. Taking a chance did not spell success in those days any more than it does now; nor any more than it will in generations to come. Very few lasting successes are the direct result of speculation.

Speculation, or taking a chance, does not always mean investing money. These terms can be applied in many ways. For instance, in the case of shippers of perishable prod-

ucts, their packing problems are of vital importance to them. It is mere speculation on their part when they "take a chance" in shipping their products in a package without knowing that it will carry its contents in safety.

Butter manufacturers, shippers of eggs and poultry, and banana shippers are a few who must give their packing problems very close attention. The very nature of perishable products demands, first of all, that the shipping container be thoroughly dependable, and, in the case of butter, poultry and eggs, that it be absolutely odorless. A second requisite is that the package be bright and snappy in appearance. Clean, bright cottonwood has proved its right as king of the odorless box woods. It is uniform in color, takes printing well, and seldom splits or warps. The use of cottonwood boxes for shipping perishable products reduces to the very minimum that "element of chance."

Perishable products, unless properly packed, are not only subject to atmospheric changes and hazards enroute, but are usually at the mercy of constantly fluctuating markets. To insure top prices at all times packers have come to realize that the use of

# A Real Bargain

One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

Egg Cases, Fillers, Excelsior Pads, Nails, Coops,  
Barrels, Etc.

a standard container is their greatest asset.

Shippers of dressed poultry are rapidly getting away from the method of ice-packing in barrels. This method never found favor with pure-food advocates, and proved a constant source of loss to the shippers. If for any reason shipments of poultry packed in this manner met with delays en route the ice would melt away and the poultry would spoil. Ofttimes a single bird becoming "struck" would make the whole barrel poor food for human consumption. Such poultry was not always thrown away, but it is easy to understand the shipper's loss on a shipment arriving in that condition. He was forced to take what was offered him. He gambled and lost.

Such is not the fate of dry-packed poultry. By dry-packed poultry is meant poultry packed without ice. The birds are killed, dressed, chilled, frozen, and then packed under refrigeration in an odorless box lined with paraffin paper. For 14 days prior to the time of killing the poultry is fed on a balanced ration scientifically prepared, which fattens the bird and greatly enriches the flavor of the meat.

Boxed packed poultry is shipped to distant markets in refrigerator cars and then placed in storage. From the storage houses it goes to the refrigerators of the retailers, the hotels and the cafes, where it remains on ice until sold or served. It is constantly under refrigeration from the time it is dressed until it reaches the ultimate consumer. If necessary, it can be held in storage for long periods and come out just as fit for human consumption as the day it was dressed. The big markets use large quantities, and these practices have a very stabilizing effect. The market on box-packed poultry is usually firm when goods packed under the old system have to sell even at concessions. Shippers of dry-packed poultry are never forced to auction their products off to the highest bidder! They know the value of a bright, snappy package imprinted with their name or monogram. The quality of their product is thereby identified to the trade. They are building for the future and taking no chances for the present.

In the case of the egg shipper, the quality of his pack has direct bearing on the price he is able to secure. Buyers in the large markets are usually willing to pay a

premium for eggs properly packed in cottonwood cases with standard 3½ pound fillers and excelsior pads. This is a proven package. Buyers often find it necessary to store eggs, and for that reason insist on proper packing. Aside from the fact that eggs, properly packed, bring higher markets, the shipper is also interested in seeing his shipments reach their destination in good order. Poorly manufactured cases second-hand fillers and the old method of packing with loose excelsior have cost the shippers millions of dollars. Breakage en route and mold in storage could have been prevented, but the shipper was willing to take the chance. The loss was not his alone. Express companies and the railroads have paid thousands of dollars in claims, to say nothing of the loss to the public of valuable foodstuffs at a time when prices were almost prohibitive and the supply fell way short of the demand.

Taking a chance with shipping containers is undoubtedly the greatest mistake any shipper can make. This is not alone true of shippers of perishable products. Manufacturers attempting to build profitable patronage for the future can little afford to have their goods reach customers in bad condition. Even though the product be far superior to any on the market, unless safe delivery is assured, the product has but little value to the customers or to the world in general.

There is a lesson to be gained by studying Noah and his methods. It is evident he did not take a chance. He was thoroughly sold on quality, and the ease with which his ark buffeted the flood waters of the universe is evidence that quality was built into every stick of that old boat. It was quality that saved the world and, incidentally, saved Noah. Truly, quality pays.

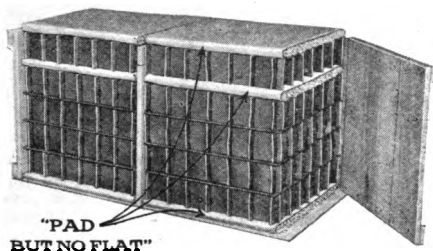
#### BUYS FOR HOLIDAYS.

P. C. Philips, Bowlus, Minn.: "I am buying poultry only for Christmas and Thanksgiving. I dress turkeys and other poultry. My egg receipts run around 24 cases per week."

#### AVERAGE.

"The chicken, duck, turkey and goose crop will be an average one," according to E. E. Shane, Carrollton, Ohio. He will ship from 5,000 to 5,500 pounds of poultry during November.

# Why Not Profit From the Experience of Others?



During the past season, claims for damage to eggs in transit were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pad**.

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior Pads**, placed as shown in cut. This method of packing is approved and recommended by the carriers.

## EXCELSIOR WRAPPER CO.

### MANUFACTURERS

Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

## QUALITY BUYING OF EGGS.

It is interesting to consider what would be the effect upon the egg industry if those who purchase eggs from general farm producers at this season would be able to make a difference in paying prices equal to the difference that prevails in final consuming markets. Many of the fresh-gathered eggs that arrive in New York during the fall contain a mixture of qualities ranging from full, strong-bodied, fresh production down to shrunken, watery eggs, some showing still more serious defects. If these inferior qualities are not deliberately mixed in by shippers they must consist of eggs held back by farmers, and when country buyers pay uniform average prices the actual loss often occasioned by such holding is not apparent. When the various qualities are candled out on the New York market there is a range in their value at the present time of something like 40c a dozen, to say nothing of those that may be worthless.

There are practical difficulties in the way of so close a grading at interior points as would permit carrying back to the producer this full range of difference in value, but shippers who can buy under the

candle could make at least three grades of merchantable eggs, confining the first grade to full, strong-bodied, fresh eggs such as are wanted by high-class carton trade and free from mixture with lower qualities. On this basis of grading they could make a difference in paying prices of perhaps 25@30c a dozen and producers would learn that it pays to market eggs while fresh even during a season when the price of really fresh eggs is normally advancing.

Some shippers say they cannot buy eggs on a strict quality basis because competitors refuse to do so. We believe this is a fallacy. If an appropriate grading is made the price that could be paid at this season for candled, fancy, fresh eggs would be so much above the average that producers could hardly afford to neglect the opportunity to sell on that basis, and the buyer who continued to pay an average value would be likely to get the under-grades only.—New York Produce Review.

Your Store, Bellwood, Neb., say that they are only getting enough eggs for their own use. Their poultry receipts are running around 500 pounds per week.

### THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.  
ALTAMONT, ILL.**



UNEQUALLED FACILITIES FOR  
THE STORAGE OF

# POULTRY

## Merchants Refrigerating Company

**Main Office: 161 Chambers St., New York, N. Y.**

### **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

### **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

**President**  
**Frank A. Horne**  
**Sec'y-Treas.**  
**Harry C. Lewis**

**Vice-President**  
**Alex Moir**  
**Ass't Sec'y**  
**Frank L. Hawley**

## EGGS CHEAP AT ANY PRICE.

"What, fresh eggs at \$1 a dozen?" exclaims Mrs. Housewife to the grocer these days. "I'll have half a dozen instead of a dozen, then."

A perfectly natural reaction on the part of the housewife with whom economy is a by-word.

But is it true economy to use fewer eggs? The family must have a certain amount of food, of course, and, if eggs are not used, something else must be substituted for them. "In deciding a question of true economy," says Dr. Florence Powdermaker, nutrition specialist of the New Jersey State Agricultural College, "we must consider not whether an equal quantity of one food is cheaper than the same quantity of another food, but whether we are getting equal quantities of the same invaluable food constituents.

"Consider the constituents of eggs—vitamines, proteins, iron and other minerals, fat and water. First of all, vitamins! We have heard much in the last few years of these three fairy-like substances, which no one has ever seen, but which have been proved so necessary a part of the diet. We know our children must have them if they are to grow normally and keep well and strong. And grown people need them for strength and pep.

"As to proteins—there are proteins and proteins, some that the body can use efficiently and some that are not so easily utilized. Egg proteins, those found in both the yolks and the whites, are very well adapted to the body's needs and are, therefore, very well utilized even when in small amounts.

"There is over twice as much iron in the yolk of an egg as there is in an equal weight of medium fat beef-steak, and, like the iron in vegetables, it is absorbed and assimilated

to excellent advantage. The body needs a constant supply of iron. Use eggs to help fill that need.

"The fat in eggs, like butterfat, but unlike any other fat, is divided into very fine globules, forming a so-called emulsion, which is very easily digested and is a particularly important point in the feeding of children.

"The tissues of the body are continually demanding growth foods, and, even after we are grown up, we must keep our bodies in good shape. Considering them, therefore, in the light of their constituents, their vitamine content, their excellent quality protein, their well utilized iron and their easily digested fat, is it not true that eggs, even at 10c apiece, are cheap? Few foods, indeed, will give us an equal amount of nourishment for a dime."

## THUS ENDETH THE SPREE.

What do you think of this? It's a news report from California, the land of sunshine and liars: "Hilarity in a poultry yard where 2,500 fowls were said to be drunk, resulted in the arrest of O. S. Steglatt, of Cudahy, a suburb, on charges of violation of the Volstead act. Neighbors sent calls to the police that something awful was going on in Steglatt's poultry yard. The officers responded, and, they later declared, saw 300 geese fighting, 200 ducks dashing madly over the surface of a small pond, and 2,000 chickens either lying on outstretched wings about the yard or siding with the geese in their battles. The officers pronounced the fowls all drunk and stated they found evidence they had been partaking of sour mash. They confiscated three stills, 100 gallons of liquor and several barrels of mash."

# S. S. LONG & BRO., INC.

**WHOLESALE DEALERS IN**  
**BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments**

# If You Are Shipping Live Poultry

To New York Markets, and are in search of a reliable, efficient and honest organization to receive your poultry, ship your next car to Kassel Poultry Company, Inc.

Mr. Abe Kassel, our manager, is universally known as "The Shipper's Friend," and has justly earned this title because of his unbroken record of efficient service. Meet him at the convention in Chicago.

**PAST PERFORMANCE IS YOUR BEST GUARANTEE OF WHAT TO EXPECT IN THE FUTURE.**

It is our sincere desire to serve the shipper, giving him the benefit of our forty years' experience in the New York Markets, and to do this in a way consistent with the principles of sound business conduct.

## **Kassel** **POULTRY CO., Inc.** **LIVE POULTRY**

**16-17-18 THIRTEENTH AVE.      66-68 HEWITT AVE.**  
**WEST WASHINGTON MARKET, NEW YORK**

**Commission Merchants and Jobbers**

**REFERENCE**

**Chatham & Phenix National Bank**

## The Rooster as He Is.

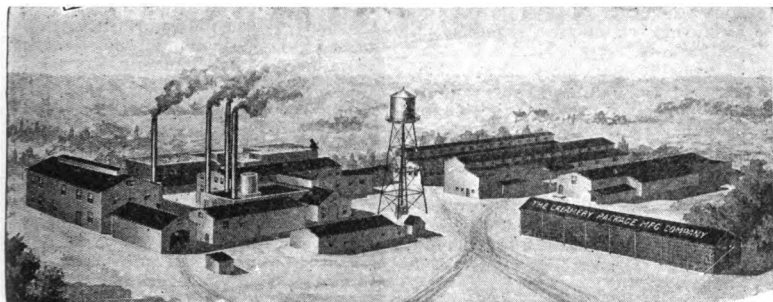
Prof. James E. Rice, of the New York State College of Agriculture at Cornell University, Department of Poultry Husbandry, Ithaca, N. Y., widely known to the egg and poultry trade, sends the poem below with the following comment:

"We have at Cornell a genius engaged in our regular extension work in vegetable gardening who amuses himself and the reading public from time to time by the composition of rhymes which carry a valuable practical lesson in agricultural practice. I recently expressed the hope to Professor R. M. Adams (Bob Adams) that some day he would be inspired to write a poem about poultry, on the assumption that chickens fully appreciate a vegetable garden when they have the opportunity to do so and that he, in return, could show his appreciation by writing something appropriate to the occasion. I am today in receipt of his response in the form of some good, wholesome advice regarding the functions, habits and limitations of the rooster, so I am passing it on."

The rooster is a lusty bird;  
In all the land his voice is heard,  
A proud and haughty bird by heck  
Who flaps his wings and curves his neck.  
From East to West, from perch to pole,  
His morning bugle echoes roll,  
Arousing men from snoring deep  
And maidens from their beauty sleep.  
He hunts for worms with main and might,  
And finding one, with huge delight,  
To whet his harem's appetite,  
He calls his wives with trill and hum,  
Then—humor great but manners bum—  
He eats it up before they come.  
Now, whether Red or Plymouth Rock,  
One-half is he of all the flock,  
And chickens mostly favor dad  
In qualities both good and bad.  
But when the hatching season's over,  
We must restrain this gallant rover,  
Must shut him up in lonely state  
And keep the layers celibate.  
Their eggs will thus repay our toil  
When fertile ones would quickly spoil.  
The man who'd be a fresh egg booster  
Must segregate that old he-rooster.

—Bob Adams.

# A GREAT ORGANIZATION Behind CRESCENT Fillers



The Creamery Package has built a large, efficient organization around the champion Crescent Egg Case Filler.

An important unit is the Crescent plant at Coffeyville, Kansas, devoted exclusively to the manufacture of fillers. Situated as it is in the heart of the great Kansas wheat belt, an abundance of clean, sweet Kansas prairie straw is always available.

Then there is the group of experts and workmen at the plant. Their efforts have been concentrated for many years on one ideal—to make the best egg case filler possible. Every minute detail in the construction of Crescent Fillers has had their careful study.

The large **CP** sales organization brings Crescent Fillers to you “direct from the manufacturer” efficiently, and at low cost.

Here's a list of the branches from which you can obtain **CP** Service on Crescent Fillers. Wire or write the nearest one for a rush order in any quantity.

## The Creamery Package Mfg. Company

1408-10 W. 12th St. - 61-67 W. Kinzie St.  
Kansas City, Mo. Chicago, Ill.  
113-15-17 S. Tenth St.  
Omaha, Neb.

406-8 Sycamore Street  
WATERLOO, IOWA  
318-20 Third St. N.  
Minneapolis, Minn.

## THE MISSOURI CROP.

Turkeys are scarce. Missouri's 1922 turkey production is apparently 25 to 35 per cent lower than last year's. Between 200 and 400 carloads are expected to be marketed for Thanksgiving, Christmas and New Year. Supplies elsewhere also seem to be reduced. However, between 3,000,000 pounds and 4,000,000 pounds of frozen turkey are reported to be in cold storage in the east. Storage turkeys are sold to steamship companies, hotels and restaurants.

Probably not more than 20 per cent of the state's turkey crop will move off the farms for the Thanksgiving trade. Warm weather has been responsible for retarding proper maturity of the birds. Cold weather is necessary for fattening and high quality. For this reason producers are being advised to hold their turkeys off the market until they are properly fattened and finished for quality.

Turkey raising in the United States is gradually declining. Missouri is no exception to the rule. In 1900 the federal census figures showed 6,594,695 turkeys on the farms in the United States, while

in 1910 there were only 3,688,708, and in 1920 there were only 3,627,028.

During the past six years the price of turkeys has increased to the producer more than 100 per cent, while during the last 20 years the number of turkeys produced has decreased about 50 per cent.

One of the chief reasons for the decrease in turkey production is the settling up of the country. Turkeys thrive best on the open, wild range. They are a constant source of trouble between neighbors in thickly settled farming communities. Recent year disease development has also been a factor in the decrease of production.—Missouri Marketing Bulletin.

## FEW TURKEYS COMING.

Gersbach-Wacker Company, Bartlett, Tex., expect to ship very little poultry during November and advise that turkeys are moving very slowly. Two to three hundred pounds of poultry are his weekly receipts and also 10 cases of eggs.

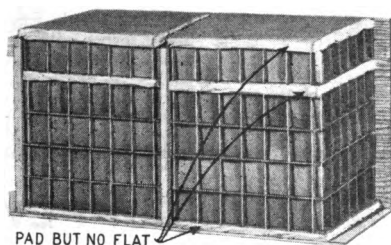
W. R. Fitch, Arlington, Texas, says that his egg receipts are very small.

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Manover National Bank of New York, or your own Banker**

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

## ABOUT NORMAL.

A. L. Arnold & Co., Carey, Ohio: "All of our egg receipts are used for home consumption. We do not ship poultry in carload lots. However, we expect to sell 20,000 pounds during the month of November. We look for a normal chicken, turkey and goose crop, although we believe there will be 10 per cent less ducks marketed."

## USUAL CHICKEN CROP.

Krause Brothers, Beasley, Texas, advise that they are getting around 15 cases of eggs per week, which is about the same as for this time last year. During November they shipped 1,000 pounds of turkeys. They believe that this year's chicken crop is a usual one, but the turkey crop 25 per cent less.

The Brocket (N. D.) Mercantile Company report that they accept dressed chickens in exchange for merchandise. Just at present they are getting no eggs.

O. Lundborg, Alpena, S. D., is now shipping poultry in carload lots. His egg receipts are small.

## LITTLE CHANGE.

C. N. Lung, Cutler, Ind., is not getting very much live poultry. His egg receipts are light, too. He looks for little change in the poultry crop, possibly 10 per cent more chickens.

## EXPECTS NORMAL CROP.

"I do not handle eggs," reports H. A. Kobbewig, Buxton, N. D. "but I am getting 900 pounds of poultry per week." He looks for a normal poultry crop.

## LIGHTER.

Vie & Long Company, Braddock, N. D., look for the chicken, duck and turkey crop to be less than last season's. Only a few geese will be marketed in their section. Their egg receipts are light.

## AVERAGE.

This year's chicken, turkey and duck crop will be an average one, advise Stewart & Anderson, Crosses, Ark. No geese will be sold in their section. Weekly poultry receipts are 300 pounds.

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Caddlers, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS



# Feathers and Quills

We are cash buyers of all grades of feathers and quills. Ship your stock to us and we will pay you full value.

**The P. R. Mitchell Co.**

**Brighton Station**

**CINCINNATI, OHIO**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

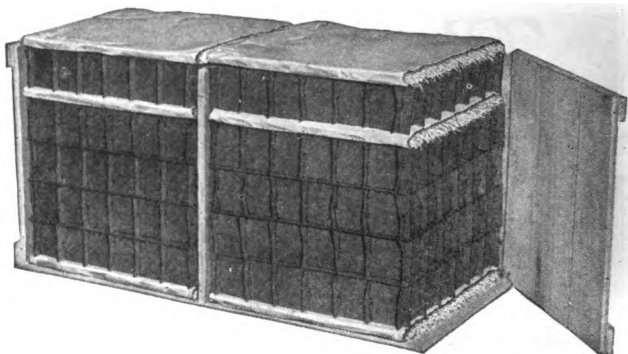
Vol. XXVIII

DECEMBER 20, 1922

Number 13

THERE were more dances, and there were forfeits, and more dances, and there was cake, and there was negus, and there was a great piece of cold roast, and there was a great piece of cold boiled, and there were mince pies, and plenty of beer. But the great effect of the evening came after the roast and boiled, when the fiddler (an artful dog, mind! The sort of man who knew his business better than you or I could have told it him!) struck up "Sir Roger De Coverley." Then old Fezziwig stood out to dance with Mrs. Fezziwig. Top couple, too; with a good, stiff piece of work cut out for them; three or four and twenty pair of partners; people who were not to be trifled with; people who would dance, and had no notion of walking.

—Dickens's Christmas Carol



## What They All Say!

We wrote a letter to a dozen or so of our customers, asking them what they thought about the American Railway Express recommendation that eggs be protected by six excelsior pads.

Here are some of the replies. Note that while we never mentioned

### CHERRY DOUBLE-LOCK FILLERS

several of our friends just couldn't resist adding a word of commendation for these Fillers.

In regard to the use of six excelsior pads in conjunction with Cherry Double-Lock Fillers, will say that this is the only way to ship eggs successfully.—L. R. Riddlesbarger, Admstr., Nevada Poultry Co., Nevada, Iowa.

We have been using six excelsior pads and we find them very satisfactory. Our damage claims this year are very much less than they have been in previous years.—W. Bauer, President, Mitchell Produce, Co., Mitchell, S. D.

We have been using six excelsior pads to the case and find that method gives very good satisfaction. Have had less complaint on our shipments this season than ever before.—Rochester Egg & Poultry Co., Rochester, Minn.

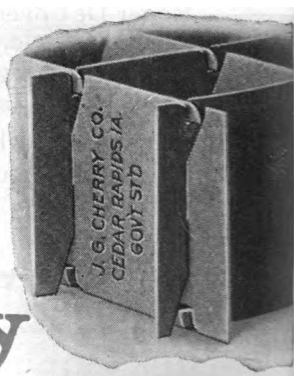
Answering your letter of the 28th, we have been using six excelsior pads to the case, and we believe it has eliminated a lot of damage. We have had but very few railway shipments that have arrived in damaged condition this season. We are very well pleased with excelsior pads.

Your Fillers are of very high standard, and are well built. We have always been well satisfied with your fillers. We have used them for several years.—J. F. Peterson, Peterson-Bedrick Co., Wadena, Minn.

We have been using 6 pads to the case and we do not have the breakage that we did with the excelsior, nor does it take the time to put the pads in that it did excelsior. We would like to see the railroads put in their tariff that everyone must use them or charge a higher rate on loose excelsior.—C. C. Pickerell, Mgr., The Hawkeye Produce Co., Chariton, Iowa.

Send for a sample Cherry Double-Lock Filler.

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.





## Feed with Pencil and Pail

Read how a prominent feeder (name on request) learned the advantages of feeding with a pencil, as well as a pail. This large shipper of poultry in Indiana asked for the services of one of our field men, who was formerly with the United States Government Research Station at Indianapolis. After one week of expert feeding and record-keeping, the manager says:

## Fatena cuts fattening cost

"Your man taught us many better ways in which to feed chickens to get better gains . . . We are satisfied that your feed properly used will get better gains at a cost much less than any other feed we ever used. We also note that birds begin to gain the first day."

*Ask about  
Special Checker Chops*

All our field men are expert feeders and know cost accounting as applied to fattening plants. You may have their services without cost to you. Here's a real opportunity. Don't miss it!

*Feed from the  
Checkerboard Bag*

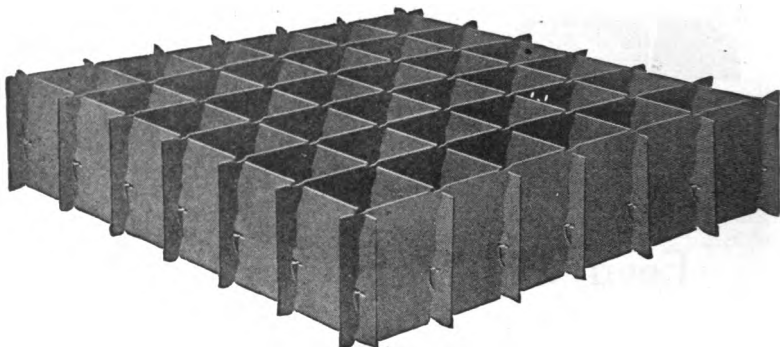
*Write for full particulars*

**Purina Mills**

984 Gratiot St., St. Louis, Mo.

Ft. Worth    Nashville    Buffalo





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, DECEMBER 20, 1922 No. 13

## CHICAGO EGG MARKET.

OUT OF STOCK 10,000,000 STORAGE EGGS JANUARY 1ST WILL SEE REDUCTION TO 1,100,000 OR THEREABOUTS—REAL DEMAND SHOWN NOW—APRILS APPEAR TO BE THE REAL EGGS.

People are beginning to realize this year the full benefits of future trading in Chicago. There is no better way through a bad situation than to look it in the face. We had a condition at the end of July this year absolutely unprecedented in the history of the trade—over 10,000,000 cases to market, whereas we have never had over 7,500,000 cases before that time. The movements of price for eggs for fall delivery immediately expressed the general apprehension. December deliveries went to  $23\frac{1}{2}$ c. The dealer who had not bought in the spring on account of the high price, instead of laying in cheap summer eggs, which was the only thing he could have gotten under the old system, pushed the summer eggs into consumption and bought December options. The price in some instances moved the storage houses to ask for additional margin. It excited operators everywhere to utilize every outlet every time, to leave no stone unturned to get rid of their own eggs. It kept the retail price down, for the general public could get eggs at a figure they had not had since the war.

In other words, it started a tremendous consumption, a consumption that would have been absolutely impossible but for the low prices caused by trading in futures. It takes quite a time for prices to reach the consumer and still longer for the consumer to realize that here is an article of food which was economical, cheap and good. The habit of consumption once established moved on through the fall in spite of higher prices, accelerated even, as the price advanced. September showed a good output, October a better output, November an excellent output, and we moved into December with a confidence that would have been impossible under the old system, when eggs in storage were held at cost or a little better, until it was certain that there

were too many or too few, when the law of supply and demand would operate to change the market. Now we almost see the end. Of a stock of 10,000,000 eggs there will be on hand January 1st, something between 1,100,000 and 1,200,000 cases, apparently a fair-sized stock, but less than in the three preceding years, and not burdensome, if winter weather continues.

We believe the present situation of the egg market can be traced directly to future trading. We believe it so clearly a vindication of future trading that such trading, under proper regulations, will of necessity be a part of our Chicago egg market from now.

From  $29\frac{1}{4}$ c, the range of price the 1st of the month, December options have advanced to  $31\frac{3}{4}$ c, receded to 28c and advanced again to  $31\frac{1}{4}$ c, where they are today (the 19th). The rapid advance the first few days of the month was due to anticipation of an exceptionally favorable warehouse report on the 6th. The later rapid decline was due to heavy deliveries requiring re-financing. The present advance from 28c to today's figure was due to a real demand for eggs. All through the fall the constant call was for fine eggs, mostly Aprils. There were a few weeks in the late summer when Junes were in demand, but, with this exception, there has been no time when Junes have been looked upon with favor this year, and, during most of the marketing season, also, Mays have been offered at considerable discount. The quality of the May eggs this year is in no way equal to Aprils. The same is true, although in less degree, of March eggs. It seems as if the hens laid their good eggs in 1922 in the calendar month of April, and only very early Mays show fine, desirable quality.

This market is governed mainly today by the price of the December option. It looks this afternoon as though there would be a considerable rise in that option between now and the end of that month, possibly as high as 34 or 35c. Eggs are, for the most part, in strong hands. There are, however, quite a number of cars in which certificates have been issued which were able to pass only by reason of a favorable sample. The

certificate on these cars is of value during the month of December only, so that before the end of the month we may expect to see some rather heavy deliveries, everyone trying to unburden himself of eggs of this character.

Fresh eggs are holding about steady at from 50@55c. There are, undoubtedly, a few more fresh eggs coming now from the southwest than were coming a week ago, but the increase is not burdensome and the present cold weather should so diminish the lay as to make all the fresh eggs now in process of marketing, good property.

Chicago, Dec. 19, 1922.

### PHILADELPHIA.

Fresh eggs, of desirable quality, show a little increase in receipt.

When graded and in condition for the best trade they meet with a most ready sale. Buyers insist on quality and reject stock of doubtful grades. Many of the eggs arriving for fresh are held and settled. When mixed with fresh the gamble is taken by the shipper that the shipment will all be accepted as fresh. This fraud does not hold good with the egg trade, as they are particular in grading stock as to quality. All culls are removed and full value delivered to the buyer.

Storage eggs of quality find ready sale and are the bulk of supply to consumers.

Plenty of poor eggs are on this market, and the seller finds it a serious matter to dispose of his holdings.

Jacob F. Miller, manager of the Linfield Cold Storage Co., Linfield, Pa., is in receipt of many letters from shippers commending the Linfield storage house for the satisfactory condition and the results obtained from eggs taken care of by them.

Plymouth Rock and other colored-feathered fowls and chickens, when fat and yellow skinned, are in demand and sell at 3@5c per pound above the quoted market. These choice birds are placed on arrival. While medium and poor stock is slow of sale, sellers claim that they have to carry these low grades over from day to day and to effect a clearance take the best price submitted.

Dressed turkeys were quiet and in light arrival. Prices were well maintained in anticipation of Christmas demands. Other kinds of poultry were in fair supply and selling to advantage.

### CHICAGO POULTRY.

Steady market with increased demand is being experienced on the Chicago market. The local dressers and shippers are taking hold and stimulating interest in all branches of the trade. Shippers have been taking the greatest percentage of all the stock that is being offered. There is a rumored possibility of the market becoming unsettled. A high average of 14 cars of freight arriving in one day was reported this week. Express shipments have been averaging about 1,200 coops per day.

The executive offices of the national association have announced that the Interstate Commerce Commission will hold a hearing at Chicago on March 21, 1923, relative to rates and service of the American Railway Express Company. The final hearing will be held in Washington on April 9, 1923.

#### CREAMERY PACKAGE TO BUILD.

The Creamery Package Mfg. Company, 61 West Kinzie street, Chicago, is planning construction of general offices and a warehouse at the corner of Kostner avenue and Division street. The estimated cost is about \$500,000. The height of the building is to be three stories and a basement. All trimmings are to be made of Bedford stone and will be reinforced with concrete. The new building will give about double the floor space that the company now occupies, or 125,000 square feet. The entire property covers approximately five acres and will give the company a chance to expand more after the present building is erected.

#### NEWS NOTES.

The following has been announced on all egg case fillers, C.L.W.B.: Amend Item No. 1061 of Tariff 1-U by transferring rates shown in connection therewith from rates basis 3 column to rate bases 1 and 2 column.

#### TRANSPORTATION MATTERS.

The National Poultry, Butter & Egg Association has issued to all members of the Traffic Department "Bulletin No. 2".

The following transportation matters have come to the attention of the department since the issuance of the last bulletin.

1. Lower Minimum on Live Poultry. The Transcontinental Freight Bureau has issued rate advice No. 1679, stating that the western carriers had approved the application filed by shippers to lower the minimum weight on poultry from 20,000 pounds to 18,000 pounds. The change will apply to the westbound



movement from the east, west and south to Pacific coast territory; however, the southern and eastern carriers have not as yet approved the changes recommended by the western carriers. Item 2875 to Agent Countiss' Tariff 1-U and Item 2900 to Tariff 4-R will be amended in the near future to publish the 18,000 pounds minimum. The effective date of the change cannot be given at this time but members will be informed as early as possible after the date is made known.

2. Increase in cost of icing at Boston, Kansas City, Howell, Ind., and points on the Bush Terminal Railroad Company in Brooklyn, N. Y. The present icing charge and those proposed by the carriers are as follows:

Boston and East Boston: Present, \$4.; proposed, \$7. (will not apply on export traffic.) Kansas City: Present, \$4.; proposed, \$7. Howell, Ind.: Present, \$4.; proposed, \$4.50. Bush Docks and points on Bush Terminal R. R. at Brooklyn, N. Y.: Present, \$4.; proposed, \$8. A representative of the Traffic service department vigorously opposed the advance in icing charges when the subject came up for hearing before the National Perishable Freight Committee, Chicago, Illinois, at 11:00 a. m. December 14th.

3. Refusal of Less Carload Perishable Freight when Temperature is Ten Degrees Above Zero or Lower.—Rule 615 of Perishable Protective Tariff No. 1 reads as follows: "Carriers reserve the right to refuse to accept shipments of perishable freight in 'less than carloads' when the outside temperature at the loading station is five degrees below zero, or when the outside temperature in the territory through which shipments will pass, or at destination, is five degrees below zero, or the indications are that it will be such. In such cases the carriers also reserve the right to suspend or annul scheduled refrigerator car service, if any." The carriers now propose that the line be drawn at 10 degrees above zero instead of five degrees below zero. This subject will be discussed before the National Perishable Freight Committee.

4. Claim for Labor Charges. Bowman & Co. has recently won two lawsuits concerning the much-disputed question of the liability of a carrier for the expense incurred by consignee in the ascertainment of damage. The suits were filed against the Wabash Railway and the Chicago & Alton Railroad. In both suits the jury awarded the plaintiff

verdicts for the full amount. In other words, it was the opinion of the jury in both cases that the carrier is liable for the labor in lifting covers of all cases, including the undamaged cases as well as for the time and expense involved in reconditioning the damaged cases. When claims are filed for labor charges which include the time spent in lifting covers, etc. the carriers contend that they are only liable for the cost of repairing the damaged cases.

5. Rates on Import Canned Eggs.—Supplement No. 2 to Trans-continental Tariff 30-I ICC 1111 establishes a reduced carload rate of \$1.50 per 100 pounds on desiccated and frozen eggs in cans, minimum 36,000 pounds, from Pacific coast ports to eastern cities; on shipments originating at Asiatic points, Australia, Fiji Islands, New Zealand, Philippine Islands, Central America, Hawaiian Islands, Mexico, Oceania or South America. The reduction became effective on November 11th.

6. Lower Cheese Rate. A reduced carload rate of 61c per 100 pounds has been established on cheese from Rice Lake, Wis., to Albert Lea, Minn. The rate is named in Supplement No. 22 to W. T. L. Tariff No. 50-J. Became effective December 15th.

7. Rates on Butter and Eggs to Chicago and Peoria, Ill. The Western Trunk Line Tariff 84-D establishes a reduced rate of 83½c per 100 pounds on carload shipments of butter and eggs from Badger, Foley, Hayti, Lake Norden, Royhl and Thomas, South Dakota, to Chicago and Peoria, Illinois. The rate became effective November 25, 1922.

#### WICKWIRE DEAD.

Recently Charles M. Wickwire was claimed by death. He had been secretary for some time of B. W. Otis & Co., New York City. Mr. Wickwire had been ill with heart trouble since last May. He was 56 years old. He had been with B. W. Otis & Co. since 1900.

**EGGS  
CUTLER  
NEW YORK  
331 Greenwich Street**

# Quincy Market Cold Storage & Warehouse Co.

**BOSTON, MASS.**

Incorporated 1881      Capital, \$4,750,000.00  
Total Space Cooled, 16,400,000 cubic feet

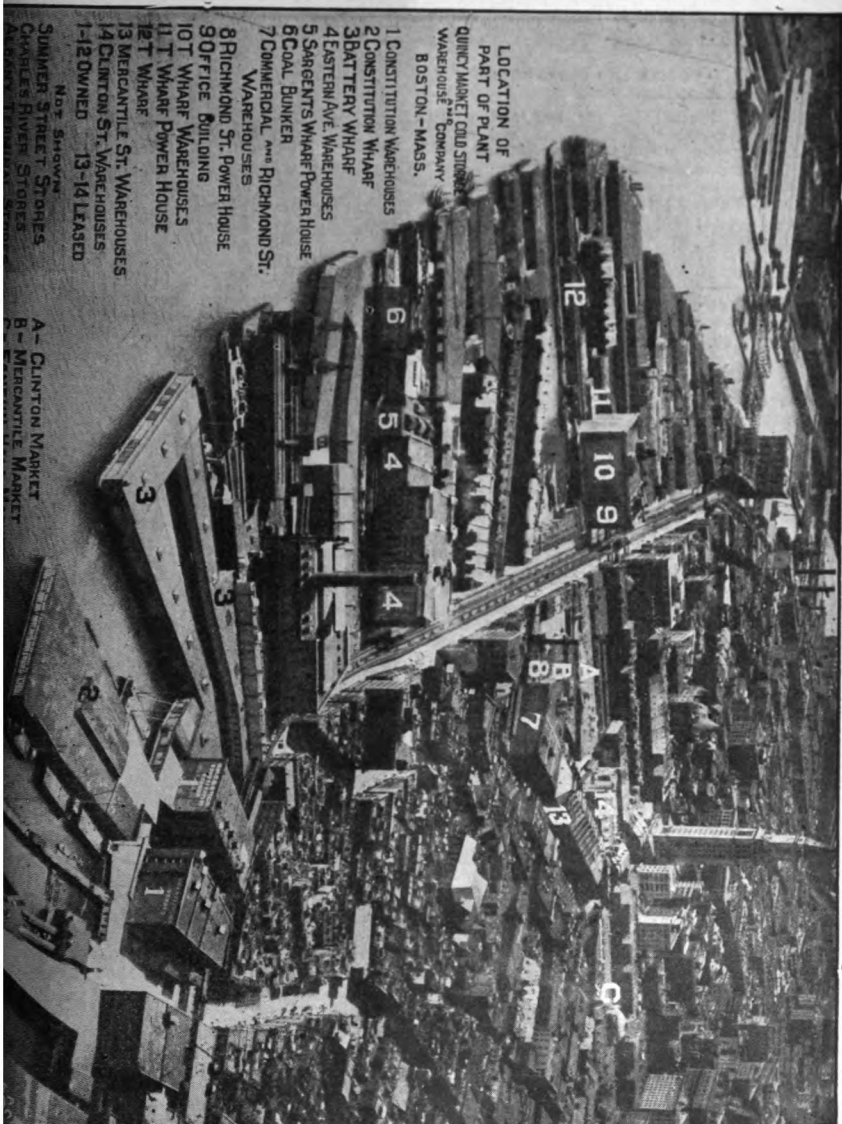
Best Service for

# EGGS BUTTER POULTRY

The ONLY cold storage in the MARKET DISTRICT  
of BOSTON.

**Get Next to Your Customers**  
STORE your EGGS, BUTTER and POULTRY  
where you must SELL them—in the MARKET DIS-  
TRICT.

Treasurer-Manager, George H. Stoddard  
Assistant Manager, Henry W. Tinker



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

FRED L. KIMBALL Co., Publishers  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
A. E. Haswell, Secretary.  
E. R. Shoemaker, Treasurer.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

## GENERAL OFFICES:

Waterloo, Iowa—Westfield avenue and Menges street

## PUBLICATION OFFICE:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., DEC. 20, 1922

BARNUM, Minn., is cited as an example of what can be done in poultry raising and egg production by a community that has the desire to accomplish in this respect. Barnum has no special advantages as a poultry-producing territory. Neither nature nor the weather man have handed it anything in particular that is not passed out to other communities in like measure. But poultry producers there were willing to cooperate. To begin with, they agreed on a certain breed of poultry, and those who were raising other breeds gave them up and adopted the "chosen bird" for the community good. The farmers who are

interested in this venture have sold as high as \$70,000 worth of eggs annually—not to mention day-old chicks, broilers, breeding stock and adult fowls. The eggs are marketed through the local creamery—the Carlton County Creamery, managed by H. C. Hanson. We mention this to show what one community is doing in cooperative egg marketing. What is being done at Barnum is being done in other places and will increase as the successful application of the farmers' cooperative movement spreads. It will be news—none too cheering news—to the poultry buyer, however, to learn that the White Leghorn is the chosen fowl in this cooperative farmers' dominion. Some merchants are finding the output of these cooperative organizations very good lines to handle.

At a recent joint meeting of the traffic committee and the egg committee of the New York Mercantile Exchange the proposal now pending to include in the standard classifications a compulsory use of six excelsior pads in packing cases of eggs where ordinary flats and honeycomb fillers are used was endorsed, provided it can be shown at the hearing of the classification committee that such pads will at all times be economically available and that no hardship will be entailed on shippers in complying with the regulation.

ROME was ne'er built over night, so peg away. The road to full success is over hill and over dale, so peg away. The height you would achieve is in the clouds, so peg away. The grimmest fight may end aright, so peg away.

At this point we lapse (or lower, as it may be) into prose. What we really have in mind is to suggest as a desk motto of value these two simple words: Peg Away.

DURING a recent campaign in Colorado it was reported that 105,000 hens were culled out of flocks. These figures were secured from reports made by 1,500 farmers. During the four-months campaign 375 poultry-culling demonstrations were held, which were attended by 6,746 people in 299 communities. The work covered 25 counties.

SAY, boy, but there's a lot to human contact. Think of the cold chills that being waked by an alarm clock, handed your newspaper by a slot machine and getting your breakfast at an automat would give.

## COLD STORAGE ENTERPRISES.

OR A JOURNEY AMONG THINGS THAT COUNT; BY HARRISON F. JONES, EXECUTIVE SECRETARY OF THE NATIONAL POULTRY, BUTTER AND EGG ASSOCIATION TO 600 MEMBERS OF FARM BOYS AND GIRLS CLUBS.

Your worthy secretary, Mr. Noble, selected the subject for my talk, and it conveys the idea that I am some traveler. As a matter of fact, I have traveled some. The ice fields of the north, the American desert, the waters and islands of the south, and the many cities and fertile fields which lie between have had their appeal in times past, but today my journeys are not unlike those of the ordinary farm cow and her pasture—down in the morning and back at night, day in and day out, over the same, well worn path. Today my beaten path is from my office to my home. It is along this path that lie "some of the things that count," and concerning them I shall talk for a short time from first-hand knowledge, or from common knowledge, as the case may be.

The greatest thing in this world of ours is "mother". I know this from personal knowledge, because of the two I have in mind. One is my own mother, and the other is the mother of my two children.

The next greatest is "girls". This, too, I know, because I have two of my own.

The next greatest is "boys". Of this I have no personal, intimate knowledge, but I am willing to accept the verdict of those present.

The next greatest things are food and shelter.

[This address was given at the Sherman House, Chicago, on the evening of December 7th, to 600 farm boys and girls that were attending the International Live Stock Exposition. This is in line with the educational work so thoroughly discussed and so keenly urged at the last convention of the National Poultry, Butter & Egg Association.—Editor.]

Somewhere in the line of comparisons we will meet "dad", and, though I placed him low in the scale, I must assert that he has some mighty hard work to perform, the principal part of which is to provide food and shelter for mother and the girls and boys.

Of these two items which is the more important depends entirely upon the condition of the person who makes the comparison. I venture the opinion that right now, after you have filled your stomachs from the spread which was placed

before you, you are not keen for food, and that at this very moment you are thinking of a movie and after that the shelter of a good, soft, warm bed. I venture the further opinion that after you have had a good night's rest you will wake up with appetites as keen as the frosty morning, and your first question will be:

"I wonder what 'dad' has provided for mother to cook for breakfast."

Right now I am speaking of tomorrow.

When we speak of food for a nation we always have in mind food for tomorrow.

To secure food for today is a comparatively easy matter. It merely means work.

Nature, when stimulated by the work of man, will bring forth her fruits in their seasons, in extravagant abundance; but one great trouble is she no sooner produces than she commences to destroy, and her destruction is just as wanton as her production is abundant.

Another great trouble is that she brings forth her abundant stores at only certain seasons of the year, while at certain other seasons she brings forth little or nothing. If mankind were to be careless of the plans of nature and were to sit by and do nothing to resist them, then, during the season of greatest production, we would enjoy one great feast, and after this we would suffer great hardships.

To resist the destructive forces of nature and to avoid the great hardships caused by the scarcity of food during the seasons of scant or of no production great cold storage warehouses have been erected in various parts of the country, and particularly in the great cities, and today it was your privilege to inspect a few of them. Most of the food you saw in those warehouses was placed there at the time of greatest production, to be eaten during the time of scant or no production.

You saw case after case of eggs. If you were to go back and visit the same warehouses next March you would see none of them, because by that time the "scarcity" season will be over, and nature would have commenced again her prolific production. It is a fundamental fact of the cold storage enterprises that the egg of one season shall not be carried over into the producing periods of the next season, and they are not. To carry

## CHICAGO POULTRY.

Demand has been holding rather steadily for the past several days. Shipments, both freight and express, have been adequate enough, according to the dealers. The shippers are stimulating interest on their own behalf.

The good buying by local buyers; jobbers and dressers has made it possible for a good clearance.

It is the opinion of the members of the market that everything will run smoothly for some weeks to come. The demand being steady by the local trade and shipments being normal, there is every possibility of a steady and normal market.

## MARKET NOTES.

Jack Frost of New York City was a visitor in Chicago on January 11th.

The J. G. Cherry Company, with its main branch and office at Cedar Rapids, has opened a branch office at 208 North Wells street, Chicago. W. A. McQuire is in charge of the new office.

The Northwestern Dairy Products Company, 1225 North Leavitt street, has incorporated with a capital of \$2,000. Incorporators were: Abraham Nusinow, Charles Nusinow and Nathan Nusinow. The company will deal in dairy products, eggs, butter, milk, cheese and cream.

The Johnson Dairy Company, 2142 Ashland avenue, Evanston, has incorporated with a capital of \$40,000. Incorporators were: E. R. Kachler, O. P. Swanson, O. I. Thompson, H. E. Johnson and Adolph Engstrom. The company will deal in milk and other dairy products.

The A. H. Barber Creamery Supply Company increased its stock of 4,000 shares of non-par value to 4,250 shares of non-par value.

The Chicago Mercantile Exchange held its annual election on Wednesday, January 3, 1923. The election took but a few minutes and resulted as follows: J. C. Borden, president; C. E. Cromer, first vice-president; J. B. Mitchell, second vice-president; T. F. Gallagher Jr., secretary; Edward Rueb, treasurer; W. H. Whitcomb, M. E. Fox and E. M. Falker, directors for the two-year term.

Lawndale Milk Company increased its capital from \$25,000 to \$37,500.

A. L. Brummund Company, 125 Lake street, Waukegan, Ill., has incorporated with \$175,000 to deal in dairy products. Incorporators were Alvin L. Brummund, Conrad A. Limp and Frank Santer.

The Beatrice Creamery Company increased its common stock from \$7,500,000 to \$10,000,000 and declared a 25 per cent stock dividend, payable about January 30th to stock of record January 29th. The common stock will be changed to \$50 par value and two new shares will be given for each share now held.

The executive offices of the National Poultry, Butter and Egg Association again announce that the proceedings instituted by the Interstate Commerce Commission to inquire into the express company's freight rates and service afford an opportunity for all express shippers and receivers to present their grievances, if they have any. The representatives of the National are prepared to attend the hearing on this subject in Chicago on March 21st, but they will not assume the responsibility in this proceeding unless interested parties make their grievances known.

On request of members of the National Poultry, Butter and Egg Association, the executive committee has asked the Baltimore & Ohio railroad to install a covered platform at Baltimore for the unloading of cars of live poultry.

The Chicago Guernsey Farm, Inc., 332 South Michigan avenue, has incorporated with a capital of \$100,000. The company will deal in poultry, live stock and all kinds of dairy products.

The National Poultry, Butter and Egg Association has issued a supplement on proposed changes in egg packing and unloading rules. The supplement, summed up, includes: 1. That eggs must be packed with six excelsior pads to the case. 2. If wooden frames are used, they must be in similar construction to floor racks. Every other form of wooden frames is eliminated. 3. Excess space must not be left at one end of the car but must be distributed at both ends or the middle.

Officers of the Chicago Mercantile Exchange were challenged on December 22d by the council committee, headed by R. J. Poole, the committee's secretary, to allow a representative of the council committee on the floor during the hours that

# **Southern Egg Case Filler Company, INCORPORATED**

**Manufacturers of**

**HIGH GRADE**

**T I T E - L O C K**

**Egg Case**

**FILLERS**

Our fillers and flats are full weight and of uniform thickness.

We are affiliated with the largest strawboard mill in the south, manufacturing our egg case filler board under special process, which makes our filler odorless.

Please write for samples and prices.

Capacity, two cars per day.

**Southern Egg Case Filler Co.**  
**INCORPORATED**  
**NEW IBERIA, LA.**

operations and business transactions take place. The board, accused of controlling the egg supply, refuted Poole's statement. Poole stated that the exchange makes the "price of eggs" by permitting traders to sell "paper" representing carload lots of eggs amongst themselves.

G. E. Hanna, of Goff, Kan., visited and transacted business in Chicago on January 12th. He was with many of his old friends of the trade.

A committee of the Live Poultry and Dairy Shippers' Association appeared before the southwestern committee on January 4th in regard to the shipping of live poultry from Texas and en route. The committee suggested lower freight rates on these shipments. It is the general belief that these lower rates will become effective.

Visitors on the exchange during the past several days were: H. W. Shatzer, Paris, Mo.; T. W. Sharpe, St. Paul, Minn.; N. A. Hoban, Flint, Mich.; R. C. Giles, Nashville, Tenn.; John B. Morris, Philadelphia; C. P. Gearson, New York City; John Langen, New Haven; Walter Anderson, New York City; E. W. Ryan, Ludington, Mich.; C. S. Chapin, Boston; C. E. Harrison, Kansas City; C. J. Cahill, Chicago; C. H. Jimm, New York City; Gus Laabs, Milwaukee; M. L. Weed, Milwaukee; H. G. Shaw, Evansville, Ind.; J. Bailey, Mansfield, Ohio; D. E. Ames, Chicago; Phil Noonan, Alexandria, Minn.

#### CANADIAN REVIEW.

Production in Ontario and Quebec continues to increase, and the market is easier. At Ontario country points 40 to 45c is being paid for straight receipts, and in Toronto specials are jobbing at 60c

and extras at 55c. The quality of receipts is reported good, also the consumptive demand. There is little change in the storage situation. The price of this class of stock will be governed by the receipts and price of fresh, but the situation seems to be fairly well in hand, and storage stocks only a little heavier than previous years.

British Columbia has the lowest-priced egg market in the dominion at the present time, and, as a result, her eggs are found on the prairie province and eastern markets. They are giving satisfaction. Eight cars have been shipped east from Vancouver to date. Production is increasing in Manitoba, and prices are lower at country points. This also holds true in a lesser degree in Alberta, but in Saskatchewan there is as yet no movement of local fresh. Maritime markets are steady. At Prince Edward Island country points straight-gathered are quoted at 38@40c, with receipts light.

A car of mixed storage is rolling Montreal from Winnipeg, costing, firsts, 28c; seconds, 26c, f. o. b. Winnipeg. Early last week a car was shipped to Toronto at 31c for firsts and 27c for seconds, f. o. b. Winnipeg. Some United States eggs continue to arrive at different points, but these are now chiefly fresh in place of storage. On the basis of 38½c, Chicago, fresh firsts can be laid down Toronto at 44c.

Receipts of fresh have been heavier at the large United States centers, and prices worked lower the beginning of last week. Towards the middle of the week the market steadied at the lower levels. Only a moderate demand was experienced for storage stocks. Sales of January fresh futures were made at 36c, 36¼c and 36½c, with the

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tone easier. Sales were made last week by auction at New York of Pacific Coast fresh at prices ranging from 48½c to 54½c. Carlot shipments have commenced from some Texas points.

There has been a slight hardening of poultry prices during the past week as a result of the cleaning up of the holiday surplus, and lighter receipts. The larger part of the surplus stock has now been marketed. In the prairie provinces there is practically no movement of poultry.

Stocks of frozen poultry in the United States now total over 100,000,000 pounds. Prices there have shown considerable fluctuation, and the live poultry market closed easier at Chicago, but higher in New York and Boston. Dressed poultry remained steady at unchanged prices.

Enquiries for poultry have been received from Great Britain and a shipment of 500 cases of chickens has been made from Montreal.

#### FROM CALIFORNIA.

Petaluma, Cal., Jan. 14.

To the Editor:

Eggs are steady. Ranch, 41½c; pullets, 39½c. While a good many are still going east, Los Angeles is taking quite a few eggs from here and San Francisco, too. Due to the fact that storage eggs are cleaned up, there is an unusually good demand for fresh.

Storage holdings Wednesday were a little over 300 cases. Last year, same day, over 12,000 cases. The same is true of Los Angeles. They are cleaned up on storage eggs. This applies to the entire Pacific coast. The situation was saved by the fact that the holders began to unload in September, selling below cost. Then, as the season advanced, they tried to get cost, and when the situation cleared itself they were able to ask a profit and get it. Withal they got rid of them in the nick of time, as receipts of fresh are beginning to show a decided increase.

Receipts for the week ending January 10th, 15,060 cases. Same week last year, 17,967 cases. Indications are the production will be a little below that of last year.

Shipments of eggs to the eastern states were as follows:

Petaluma: 1922, 615 cars; 1921, 744 cars. San Francisco: 1922, 114 cars; 1921, 214 cars. Los Angeles: 1922, 32 cars; 1921, 70 cars.

Santa Cruz: 1922, 20 cars; 1921, 38 cars. The total for 1922 was 919 cars; for 1921, 1,111 cars; for 1920, 920 cars.

A good deal of discussion is in evidence as to probable cost into storage. Some think they will be higher than last year. Some say considerably lower. Others, about the same. The fact that California was able to digest a surplus of over 100,000 cases as compared with 1921 would indicate that eggs will not be cheap. The successful absorption of so many sterilized or processed eggs is an indication that the bulk of the eggs stored this year will be processed. These eggs have given such universal satisfaction the trade feel that by processing their holdings they almost eliminate the element of risk. For the first time the housewives began to ask for these eggs. Several have declared that hereafter, instead of using high-priced fresh or ordinary storage, they will demand processed.

The Petaluma Ice & Cold Storage, a branch of the National Ice & Cold Storage Company of San Francisco, have purchased the buildings and ground belonging to the California Wine Association. The buildings are of brick, very heavy walls, and well adapted for storage purposes. They are going to double their present capacity and expect to be able to take care of any eggs offered. Present capacity, 32,000 cases. They expect to increase this to 75,000 capacity and can give Petaluma 150,000 cases capacity if necessary.

JOHN STEWART.

#### 1923 CALENDAR.

The C. M. Drake & Co. calendar for 1923 shows a halftone view of the front of their plant at 19-21 South Water street, Philadelphia. The members of the firm are C. M. Drake, whose name the company bears, W. J. Kane, in charge of the butter department, and H. C. Davis, in charge of eggs and poultry.

#### GET 'EM A SET.

A Minnesota gink is trying to make us believe that he gets 30 per cent more eggs from his hens by letting them, in their idle moments, listen in on radio. We don't know whether it is the sermons, the vaudeville shows or the jazz orchestras that do the business.

## Spring Egg Shippers' Convention

Announcements have already come in for most of the egg and poultry shippers' state meetings usually held in the spring. They are to begin evidently, in the south, as the announcements would indicate.

### OKLAHOMA MEETING.

C. O. Smith, president of the Oklahoma Poultry & Egg Association, his headquarters being at Anadarko, Okla., writes:

"The Oklahoma Poultry & Egg Association will hold its fourth annual convention at the Huckins Hotel, Oklahoma City, Okla., February 14th and 15th. We are pulling for a large crowd at this meeting and hope you can get down here in the land of cotton with us. Come down where it takes 250 pounds of pepper to feed a crowd for a governor's inaugural. That's what makes us Oklahomans such rustlers."

The vice-president of the Oklahoma association is J. Tate Cline of Shawnee, Okla., and the secretary and treasurer is Carl D. Rice, Enid.

### THE OHIO MEETING.

F. S. Jacoby, secretary and treasurer of the Ohio Butter, Egg & Poultry Association, whose office is at 422 Glen Echo Circle, Columbus, Ohio, sent out the following notice to members:

"The convention will be held Monday and Tuesday, February 26th and 27th at the Chittenden Hotel, Columbus. The directors will meet within a very short time to plan the program for the convention. Among the questions that will be discussed are these:

"1. How much are we to pay for the light breeds such as Leghorns and Anconas?

"2. Shall Ohio have an egg candling law?

"3. Shall the members of the Ohio association buy their supplies cooperatively?

"4. What does the present attitude of the farmers toward cooperative organizations indicate?

"5. In what ways can the Ohio association benefit its members?

"The coming convention will be the most important that has been held in recent years. I hope you

are planning to attend. A program will be mailed to you within a short time."

The officers of the association are W. F. Barnes, Columbus, Ohio, president, and H. V. Smoots, Mt. Vernon, Ohio, vice-president.

The directors of the Ohio Butter, Egg & Poultry Association are, besides the officers, the following: F. C. Chapman, Cleveland, Ohio; Edward Robinson, Marysville, Ohio; Chas. E. Storer, Ada, Ohio.

### THE INDIANA MEETING.

William Locks, secretary and treasurer of the Indiana Egg & Poultry Association, whose headquarters are at 123 North New Jersey street, Indianapolis, Ind., writes:

"The Indiana Egg & Poultry Association will hold their ninth annual convention February 27th and 28th at the Claypool Hotel, Indianapolis, Ind. Those wishing to make reservations should do so at once directly with the manager of the Claypool Hotel. Anyone wishing exhibit rooms should communicate with Wm. Locks, secretary.

"Our convention has been getting better each year. Let's all get together this year and make it the largest yet. Further details as to the convention and program will follow later."

The officers of the Indiana association, aside from the secretary and treasurer, and their postoffice addresses are H. Pfeifer, Logansport, Ind., president; R. R. Ragan, Indianapolis, Ind., first vice-president, and O. Oliver, Madison, Ind., second vice-president.

The directors, besides the officers, include N. E. Hardman, Muncie, Ind.; Simon Martin, Lewisville, Ind.; C. J. Loyd, Greensburg, Ind.; O. I. Carlson, Worthington, Ind.; and A. G. Phillips, LaFayette, Ind.

### THE ILLINOIS MEETING.

C. L. Hatfield, the secretary and treasurer of the Illinois Poultry & Egg Shippers' Association, whose office is at 201 Roberts Building, Decatur, Ill., writes:

"The Illinois Poultry and Egg Shippers' Association will hold their 10th annual convention on Thurs-

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day and Friday, March 1st and 2d, at the Orlando Hotel, Decatur, Ill.

"This being the 10th anniversary, we are desirous of making it the best of all. You can help by being present, and we urge you to begin now to make your arrangements to come.

"We will have special features for this occasion and hope to give you better entertainment even than you have ever had at any previous convention. We will also give you every opportunity to bring before the meeting matters that are of interest in your particular locality.

"We have made arrangements for a banquet on Thursday evening with a fine cabaret, and for Friday noon we will give you a dinner for which there will be no charge, this expense will be absorbed by the association. Following the Thursday evening banquet there will be dancing, music for which will be provided by The Homebrook Syncopated Orchestra, which organization will also play during the banquet—classical as well as popular music.

"The ladies are especially invited and in addition to the grand ball other entertainment for them will

be provided. We will take great pride in making their stay pleasant, so please bring the ladies.

"Make your reservations at once, direct with the Orlando hotel management, so as to be sure of accommodations, as I am sure there will be a large attendance.

"The St. Nicholas will also be open to us, and if you prefer to stop at the St. Nicholas, get in touch with them for reservations. All meetings will be held at the Orlando Hotel, however. It will be the official hotel and all registrations will be there."

The secretary has sent out notices of a booklet that will go to press February 1st, and asked for advertising copy to be sent promptly. For publication in this booklet he also solicits personals and items of interest. Those who expect to attend may have that fact mentioned in this booklet by writing Sec'y Hatfield of the fact.

The officers of the Illinois association and their postoffice addresses are Charles Cappel, Peoria, Ill., president, and H. B. Patton, Bloomington, Ill., vice-president; C. L.

# 1923

**Will be a Busy Year  
Make it Profitable  
By Assuring Prompt, Safe  
Delivery of Your Shipments**

**DAVENPORT**  
**Poultry Boxes and Coops**  
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## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.



## The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....

Hatfield, secretary and treasurer, Decatur, Ill.

The directors include the following, besides the officers: George W. Frey, Mendota, Ill.; C. C. Wright, McLeansboro, Ill.; W. A. Joy, Springfield, Ill.

#### THE MISSOURI MEETING.

H. H. Bergmann, the secretary of the Missouri Egg & Poultry Shippers' Association, maintains headquarters at 833 North Third street, St. Louis, Mo. He sends out the following notice with reference to the coming meeting:

"The dates have just been selected for the annual spring meeting of the Missouri Egg and Poultry Shippers' Association.

"It will be held at Hotel Statler in St. Louis on March 5th and 6th. A unique feature of this convention, never used before, will be a seating arrangement providing for the complete comfort during the entire day and evening of all who attend. We will sit or lounge around in club fashion and eliminate the milling and standing around which have been so wearing on everyone. Delegates will leave this convention rested."

The other officers of the Missouri association are L. J. Schulte, St. Louis, Mo., president; W. P. Bear, Kansas City, Mo., vice-president; Charles Scheitlin, St. Louis, Mo., treasurer.

The names and addresses of the directors are as follows: F. H. Cromwell, Kansas City, Mo.; A. P. Meyer, St. Louis, Mo.; A. M. Robinson, St. Louis, Mo.; C. C. Stentz, Kansas City, Mo.; Willard Reed, Springfield, Mo.; J. R. Henderson, Macon, Mo.; William G. Schlueter, St. Louis, Mo.

#### BANNER POULTRY DAY.

According to newspaper report, the Litchfield Produce Company of Litchfield, Minn., had its banner day on poultry receipts in December. On that day more than 10,000 pounds of poultry were taken in from the territory immediately adjacent to Litchfield, to say nothing of the large amount that came in during the day by truck and by train. A. F. Peifer, manager, estimated that the receipts for the day aggregated three carloads.

The James Rowland & Co. 1923 memorandum book has arrived. They are located at 84 Hudson street, New York City.

#### FREMONT'S RECORD.

The local newspaper reports that over \$2,000,000 worth of business in eggs and poultry was done by the five egg and poultry houses in Fremont, Neb., in the year 1922.

The five houses which reported large business during the past year were the Fremont Poultry Company, the Fremont Creamery Company, the Independent Poultry and Egg Company, the Norris Lyddon Produce Company, and the Aaron Poultry and Egg Company.

The Fremont Poultry Company, the Norris Lyddon Produce Company and the Aaron Poultry Company in the past year shipped 235 cars of poultry. These, with the Fremont Creamery Company, shipped 265 cars of eggs. Thus it may be seen that an average of more than a carload of poultry and eggs is shipped from Fremont each day.

The Independent Poultry Company ships its goods in small lots so its shipments are not tallied in these figures.

Fremont ranks high in the poultry and egg world in Nebraska, being one of the largest western centers of the industry.

#### NEW FIRM.

The property at Grinnell, Iowa, formerly operated as an egg and poultry plant by Bert Gorham, has been purchased by G. G. Jeck of Atlantic, Iowa, and J. P. Gould of Harlan, Iowa. It is now being operated as the Grinnell Poultry & Egg Company and the parties in charge are Roger Jeck of Atlantic and R. C. Otis of Casey, Iowa.

#### PATRICK COYNE DEAD.

Patrick Coyne, brother of Daniel and Richard Coyne, died Friday, January 12th.

He was not a member of the firm of Coyne Brothers, 119 West Southwater street, Chicago, but had been in their employ for a number of years past.

#### NAME NEW OFFICERS.

At its recent election the South Byron Produce Company chose for its president and manager Charles Bloohn Sr.; vice-president and treasurer, Francis Lamb; secretary, F. H. Holland.

## Eggs and Poultry in China

By E. C. Heinsohn formerly of  
Shanghai, China.

[Much interest has been expressed concerning the egg and poultry industry in China, brought about more especially by the increasing shipments of eggs and egg products from China to the United States in the last few years. E. C. Heinsohn was located at Shanghai, China, for some time with an American firm engaged in the egg business. His observations on this industry in China, as expressed in this article, will, therefore, be of especial value. At the present time Mr. Heinsohn is with the Seymour Packing Company at Topeka, Kan., one of the well known and very successful egg and poultry packers of the United States.—The Editor.]

A traveler who is interested in poultry, in journeying through the

their fields. Often these villages are several miles apart, and the people must walk considerable distances. Toward evening the countryside is dotted with men and women homeward bound after a day of toil, with their water buffaloes, each carrying perhaps a small child perched on his back. This sort of rural community has undoubtedly grown out of the custom of the country people building homes together for mutual protection against bandits.

### THE CARE OF THE HEN.

As you travel inland from Shanghai—and this article will deal principally with the country within a



Some buying agencies can best be reached by sedan chairs. This picture was taken inside of a city wall. On the outside, a city wall is perpendicular, but on the inside earth is piled up as shown on the right of the picture.

egg-producing sections of China, is amazed because he sees so few hens. There are no flocks, but here and there he notices a hen—but that is all, and he wonders where the egg supply of China comes from.

Each family in the smaller inland villages keeps a few hens, three to six, and, as there are so many families, the volume of eggs reaching the larger cities is considerable. In China the farmers do not dwell on their farms with their houses and barns as our farmers do, but they live in small villages, with their houses huddled closely together, and every morning go out to work in

radius of 400 miles from Shanghai—you see no hen houses nor any equipment for poultry raising, for the hens find places to roost either outside or inside of their owners' houses, many of which have mud sides and thatched roofs. Anyway, if the hen lays her egg under the bed, as the writer has seen it happen, it is convenient to find it. The hens stay very near home, scratching a living from whatever insects they can find, and from their owners' table scraps. It is quite customary in China for the housewife to look after the hens, giving them the meagre care they do get. Very little

grain is fed, for the country people have found that with grain prices high as they are it is not profitable to feed grain, and, as no attempt is made to improve by breeding, and the hens receive so little care, this is undoubtedly true. It has been estimated that the average number of eggs produced in a year per hen is 75. The Canton Christian College Bulletin 23, quoted elsewhere, says that in south China they have a novel way of breaking a broody hen from her desire to set. A small feather is run through the nostrils. This worries her and keeps her restless. In a few days she forgets her desire to set and the feather is then removed.

comes from charcoal fires in earthenware pots on the floor.

The hatchery which is described below is typical of those in and near Shanghai. The building used has a bamboo framework with reed sides plastered with mud and a straw roof. They use a sort of cone-shaped earthen oven, about 3 feet in diameter at the bottom and  $2\frac{1}{2}$  feet high, with an opening in the top for a large iron pan. There is an opening on one side of the oven for building the charcoal dust fire. Resting in the iron pan on a layer of straw is a bamboo basket with a straw cover in which the eggs are placed, about 1,200 at one time. The eggs are transferred from one



Shipping eggs from an agency to the Shanghai plant. The baskets are carried by coolies about half a mile and then loaded in this junk. The junk goes through a network of canals to the Yangtze river and then to the nearest railroad point, a journey of some 50 or 100 miles. There they are loaded in cars and shipped to Shanghai.

#### THE NATIVE HATCHERY.

While many country people do hatch eggs under the hen, a large percentage depend on the native hatcheries for their supply of young chicks. This business has developed to fair proportions, and, as the hatcheries enter the open market for their supply of eggs, they are a real factor on the spring market from March to June. The Chinese have probably been practicing their present methods of incubation for centuries past. There are considerable variations in methods and equipment in different parts of China. In south China the eggs are put in baskets holding 200 to 300, and arrayed on shelves around the walls of a room about 6 feet wide, 12 feet long and 10 feet high. Heat

basket to another three times daily, in order to turn them. On the fifth or sixth day the eggs are candled and the infertile ones removed and sold, if the buyer can be deceived, as fresh eggs. On the 12th or 13th day the eggs are placed in a single layer, in shallow baskets, 3 feet in diameter and 3 inches deep, and covered with a cotton quilt. Heat is furnished by the same charcoal fires. On the 14th day the eggs are candled for the last time and the ones with dead germs taken out. During incubation no attempt is made to furnish moisture. No thermometers are used, for the operator tests the temperature by touching the eggs to his eyelid. As the chicks hatch they are removed from under the cotton quilt and placed in





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**Can Serve You BEST!**

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other shallow baskets. After 24 hours they are fed cracked rice which has been soaked in warm water. According to several operators consulted, they get from 70% to 90% hatches, depending largely on the weather, better results being secured if the weather is cool. Some of the hatcheries near Shanghai have a novel way of completing a hatch so that the equipment can be put into use again as quickly as possible. At the end of a hatch those eggs which contain live chicks but whose shells have not broken, allowing the chick to come out, are placed in pockets in a sort of a

pression "barnyard variety," which means a mixture. In a group of Chinese hens, characteristics of various breeds can be observed, but no fowl is predominantly of one breed. No attempt is made to raise pure-bred stock. In and near Shanghai are a few poultry farms which have pure-breds, but such farms are very few. Among the Chinese, poultry is classified by the section from which it comes. North of the Yangtze river, in the section covered by the Tientsin-Pukow Railroad, the hens are about the size of small Leghorns—with some even smaller. In body shape they are similar to short-backed Leghorns. They have mostly single combs and smooth shanks, many of which are of a bluish tinge. Their feathers are of many colors. Traces of barring can be seen. White, buff and Rhode Island Red coloring are quite common, with occasional Blue Andalusian. In brief, these hens are of a small Leghorn type with multi-colored plumage, and, dressed, weigh 2 to 3 pounds. Their eggs are small with thin, white shells, averaging about 32 pounds net to a case of 30 dozen. It is from such eggs as are produced in this section that China has gained the reputation of producing small eggs.

North of Shanghai, in Kiangsu Province, east of the Grand canal, the hens are larger and lay larger eggs. It is in this province that the town of Lang San is located, where the Black Langshan breed is said to have originated. Although the birds do not come up to the highly bred Langshan, characteristics of this breed can be seen in the feathered shanks and length of legs. The writer has seen cockerels from this section which measured 3 feet from toe to beak. The hens average from 3 to 5 pounds. Many have blue shanks and white skin showing a bluish tinge, whereas others are buff with yellow skin and shanks. The eggs have a brown shell and average about 36 pounds net to a case of 30 dozen.

Another important egg section is the Yangtze river valley. The hens tend toward buff plumage, have single combs and yellow skin and shanks, some of which are feathered. Black shanks, however, are quite common. A large percentage of eggs from this section are exported in the shell to Europe and Japan. These eggs have brown shells, similar to eggs laid by the



Two egg dealers of Taichow, Kiangsu Province.

vest. These vests are worn around the abdomen by Chinese women, and on the outside they wear coats, which are padded with cotton. Their bodies furnish heat to keep the eggs warm and the padded coats act as an insulator. As the eggs in the pockets "pip" the women remove the chicks. The expense of using these women is practically nothing, as they are paid with eggs which cannot be used by the hatchery.

#### BREEDS AND SIZE OF EGGS.

Generally speaking, the breeds can best be described by the ex-

American breeds, and weigh from 37 to 45 pounds net per case of 30 dozen, depending on the grading.

South of Shanghai, in Chekiang Province, extremely small eggs are produced, weighing about 29 to 30 pounds to a case.

The Canton Christian College Bulletin on "Farm Animals and Animal Industries in China" makes the following statements:

"Two other distinct native breeds of fowls are the Silky and Frizzle. Fowls of these two breeds are not very common, the reason being given that they are difficult to raise. They are poor layers. Their meat is considered by the Chinese as having medicinal value, and is eaten for a tonic. The skin of the Silky is dark blue, and a thin, dark film surrounds the bone. In both these breeds the bill and the exposed skin on the head, feet and legs are deep blue. The Silkies have downy feathers, white being the most common color. The Frizzles are black and have curly feathers. The two breeds usually sell for twice the price of ordinary fowls."

The same bulletin quotes as follows from a Japanese report on Shantung poultry:

"There are many kinds of chickens in Shantung Province, but the greater number of them are the Langshan, and next to the Langshan are the Cochin, Brahma and the Leghorn. The Germans desired to improve the domestic fowls of Shantung and introduced birds from America of the Orpington and Wyandotte varieties. They considered these breeds most suited to the geography of that region. As a result there are today a large number of mixed breeds in Shantung."

#### THE MARKETING OF EGGS.

The term "production of eggs" as used in China has a different meaning than in America. Here, when production increases or decreases, we mean the number of eggs actually produced by the hens. In China it has come to mean the number of eggs reaching the markets. Thus, "production" in China, is largely influenced by the weather and by the "food value of the eggs." The Chinese countryside knows no roads but paths wide enough for pedestrians and wheelbarrows. In rainy weather these paths are exceedingly muddy and slippery, and as a result egg collectors do not venture out. The eggs accumulate

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One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
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Egg Cases, Fillers, Excelsior Pads, Nails, Coops,  
Barrels, Etc.

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**Costs You no  
More to Feed  
Today than Corn  
and Oats, and It Is  
a Lot Better Feed**

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**FOR FURTHER INFORMATION WRITE**  
**V. R. COMBS, Sales Manager**  
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**KANSAS CITY, MISSOURI**

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in the countrymen's homes, and for several days after the rainy spell the "production" is quite likely to be extra heavy. The "food value of the eggs" also plays an important part in the number of eggs offered for sale. This expression means that if the price of eggs falls below a certain level the countryman will eat rather than sell his eggs, and above this level he will sell. This level is determined largely by the price of rice.

The eggs are gathered by hawkers, men who spend their time either working in the fields or collecting eggs. Carrying on his shoulder a bamboo stick with an egg basket at each end, he walks through the country gathering eggs and takes them to the larger villages where egg dealers buy them. If better prices are obtainable in a more distant market, the hawker thinks nothing of walking 25 miles with his two baskets of eggs.

Egg prices are quoted as so much per 1,000 eggs, or number of eggs per dollar, or dollars per 100 or 110 pounds, or each per egg, according to different districts. A cach is one-tenth of a Chinese cent or copper. The dealers to whom the hawkers sell pack the eggs loose in

bamboo baskets holding about 800 larger-sized eggs, or 900 smaller eggs. In some small egg sections eggs are packed 1,400 to a basket. Some dealers pack their eggs, about 1,000 to a basket, in rice hulls. The egg baskets are covered and loaded into native junks, by which they are carried to the nearest steamboat or railroad point, where they are trans-shipped to Shanghai. The writer has seen eggs piled loose in the bottom of small native boats, 15 to 20 feet long. The great bulk of the eggs, however, are shipped in baskets. At railroad points, one American firm is using export, standard American cases.

The question naturally arises as to the breakage of eggs shipped in baskets. In the spring the shells seem to be stronger and there are about 3% leakers. In the summer this figure rises to 5% to 6%, with a decline to about 4% in the fall.

#### CONSUMPTION OF POULTRY AND EGGS BY THE CHINESE.

The Chinese themselves consume large quantities of poultry and eggs. They are widely used in the household, always served at banquets, and are used a great deal at certain Chinese festivals, especially Chinese New Year, which usually comes

# WANTED

# Turkey Feathers

**We make them  
into Dusters**

**So can pay you TOP PRICES  
Write us what you have to sell**

**Dearborn Duster Company**

**550-552 West Harrison Street  
CHICAGO**

sometime in February. As a nation, the Chinese, except where foreign influence is strong, do not observe Sundays, but work every day, with the exception of certain festival days scattered through the year. But at Chinese New Year the whole nation takes a week or more of holidays, during which there is much feasting and large quantities of poultry are eaten. Incidentally, it is at this season of the year when all debts must be paid. If at daybreak on New Year's Day an individual has not paid his debts, nor made any satisfactory arrangements, he can have a few more hours grace if he will go

are considered a banquet delicacy. They do not have a disagreeable odor but taste "eggy." The egg plays an important part in many Chinese customs. In some places, when a child is born, the father sends a red egg, an egg the shell of which has been dyed red, to each of his many friends. Upon receipt of such eggs, the friends return a gift or some money.

#### FOREIGN DEMAND.

Besides the local consumption, a heavy foreign demand has developed in the past several years. In 1911 the first egg factory for drying eggs in China was erected by the Germans. Other plants, opened by English, Chinese and Americans, followed. During the war, with the demand for food in Europe so strong, egg drying plants owned and operated by Chinese sprang up like mushrooms, so that at the end of the war there were something like 120 egg factories in China. These factories dried eggs mostly by the spray process, and also separated many eggs, drying the whites and shipping the yolks in barrels in liquid form with boric acid as a preservative.

Up until 1919 these Chinese factories prospered, but in the fall of that year, as the factories were producing to capacity, a tremendous over-production at inflated prices resulted. This in turn created glutted markets in 1920 and many factories lost heavily. At the present time it is doubtful if more than 10 of these native factories are working, and they are producing but small volume, most of which goes to Europe. Therefore, the bulk of the eggs leaving China today are shipped out by foreign firms: English, Japanese and American.

Large quantities of eggs in the shell are shipped to Japan and Europe, and frozen Chinese chickens reach the London market in fair volume. Europe also uses many Chinese eggs in both the dried and frozen state.

Although the foreign demand for Chinese eggs has increased tremendously in the last 10 years, it is doubtful if the actual number of eggs laid has increased. This opinion has been confirmed by Chinese egg dealers who have been long in the business. The difference is that more eggs have reached the big markets. The families that have their small flocks of half a dozen are not in a position to keep more hens, as they would have nothing to

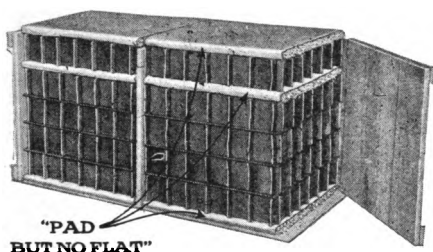


**Grinding Wheat.**—This woman is turning the upper stone of this primitive mill. The two surfaces of the stones that come in contact are corrugated.

about carrying a lighted lantern. This is to signify that for him day has not yet dawned and it is still night.

More or less is heard about the Chinese "century eggs." These are duck eggs which have been preserved by a coating of mud, rice hulls, lime and wood ashes. The whites become a transparent brownish green, and the yolks a yellowish green. These eggs are held in the preservative for 100 days, and it is probably from this that the name "century eggs" arose. These eggs

# Why Not Profit From the Experience of Others?



During the past season, claims for damage to eggs in transit were reduced to a minimum heretofore thought impossible.

No single factor contributed more to this result than the **Improved Excelsior Egg Case Pad**.

Use New Standard Cases, New Standard Honeycomb Fillers and Six **Improved Excelsior Pads**, placed as shown in cut. This method of packing is approved and recommended by the carriers.

## **EXCELSIOR WRAPPER CO.** **MANUFACTURERS**

**Grand Rapids, Mich.**  
**Sheboygan, Wis.**

**Chicago Office**  
**224 West Kinzie St.**

feed them. In some villages it is reported that there is an unwritten law limiting the number of hens a family may keep. Therefore, although prices to the countrymen have increased tremendously in the past few years, the number of eggs produced has increased but little.

#### AN AMERICAN EGG FACTORY IN CHINA.

The writer was connected with an egg factory in Shanghai, exporting eggs in both the dried and frozen form. The plant is modern in every respect, with the latest equipment, and with cleanliness the keynote of everything. All Chinese employes, both men and women, wear white uniforms. When the company first started the Chinese objected strenuously to these uniforms, as white is their color of mourning. This difficulty was overcome by putting red letters on the uniforms, as red is the color of good luck. The candling and breaking are done entirely by Chinese women. Breaking straight, a Chinese woman averages some 7,000 eggs daily.

The eggs come from points up to 400 miles away. The length of time in transit in cool weather is from three to seven days, and in warm weather the more distant buying agencies are closed so that the average time is three or four days. The eggs reach Shanghai mostly in baskets, with some cases, by rail, native junks and steamers. Previous to the establishment of buying agencies by the company, all the candling in the country done by the Chinese was to shade the eggs with the palm of the left hand, and revolve them with the right. Naturally, the results were not very satisfactory. When the company started real candling, countrymen at first objected strenuously, but are slowly becoming educated to it.

In dealing with the Chinese egg and poultry men, we found them up to "all the tricks of the trade." If a lot of bad eggs are returned to a dealer, he is very apt to mix them with the next lot and risk being detected. It is all a part of the gambling spirit, which is a strong factor in the Chinese make-up. If he is not caught, he feels that he has gained that much. If found out, he had poor luck. The countryman well knows the game of holding his eggs in the fall on a rising market.

In buying poultry it is necessary to watch the legs and crops. Let me quote from a letter of one of

our Chinese who was buying poultry up country.

"Hens before selling to us are all fed up with foods by the hawkers. But it is no use of us to punish them. We can only cut down the price as according to the much foods fed inside them. Hawkers are questioned by me that why you want to feed so much foods inside your poultries. Now if you do not do this bad habit again I will pay higher prices to buy. But, alas! Their answers made me so disappointment. They answered me that this is an old custom which we have done for many years.

"Legs of hens are tighted with straw robes and on which mud were covered, so that they can get chance on the weight."



A Chinese Countryman.—Much of his land is "ploughed" by the use of this hand fork.

A common custom is to cram food down into the crop by the use of a bamboo stick. One Christmas the writer was presented a turkey. Incidentally, Chinese turkeys are very tasty and good. This particular turkey had a crop weighing two pounds. Examination showed that it was stuffed with boiled sweet potatoes, some of which, five inches long and over an inch in diameter, had not even been broken!

Steamer rates on shipping eggs



**UNEQUALLED FACILITIES FOR  
THE STORAGE OF**

# **POULTRY**

## **Merchants Refrigerating Company**

**Main Office: 161 Chambers St., New York, N. Y.**

### **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

### **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

**President  
Frank A. Horne**

**Sec'y-Treas.  
Harry C. Lewis**

**Vice-President  
Alex Moir**

**Ass't Sec'y  
Frank L. Hawley**

are much less than on young chicks. Some coast hatcheries often take advantage of this. They ship eggs, just about ready to hatch, with a coolie accompanying them, and, of course, pay egg rates. On the ship the eggs hatch and the coolie delivers day-old chicks!

Whenever a shipment of poultry or eggs is made from inland points a man accompanies the shipment; if not, the pilferage is very heavy. Railroads take no responsibility for stolen goods.

When the eggs reach Shanghai they are brought mostly by native junks to the plant. Each basket of eggs weighs about 90 pounds. In carrying the baskets into the plant, the coolie takes two, one at each end of a bamboo pole, on his shoulder. A load of 180 pounds is nothing to him, for the Chinese coolie can carry tremendous loads. The writer has seen four coolies carrying a box into the plant weighing 600 pounds. They came to a narrow doorway and two men carried the box through alone.

After the eggs are cooled down they are candled, broken and either frozen or dried. They are held in the "freezer" until time of shipment. Then the products are load-

ed into refrigerated chambers of steamers and carried at low temperatures until unloaded in Europe or America.

#### CHINA AND AMERICA.

Working with an American firm in China has shown that the Chinese are very friendly to America and regard her as, perhaps, they do no other nation. Through the unselfish attitude which the American government has consistently taken in her dealing with China, through years of business dealings with Americans in which the Chinese have felt a sympathetic desire on the part of their western friends to get the Chinese viewpoint, and through decades of self-sacrificing services on the part of the American missionaries, there has developed a traditional friendship between China and America which provides a very favorable background for the American business man. The Chinese trust the Americans. While perhaps the United States has not made the progress in business in China that other nations have, nevertheless, she has made a good start. The Chinese are hungry for information about America, and most Chinese of ambition look forward to the day when they can visit

### THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.  
ALTAMONT, ILL.**

**Superior Storage Service**  
**Poultry-Butter-Cheese**

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**Union Terminal**  
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**TRACK CONNECTIONS WITH ALL RAILROADS**

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**Manhattan Refrigerating Co.**

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**ON TRACKS OF NEW YORK CENTRAL R. R.**

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**Modern Warehouses—Proper Temperatures—Low Insurance—Unequalled Railroad Facilities—Ideal Location for Selling and Distribution—Liberal Advances**

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

America. In this country China is very little understood, but with trade relations comes a better understanding. China, the land of old civilization, has tremendous, undeveloped resources, for the surface of industry has barely been scratched. After centuries of marking time, China has awakened, and the future will bring her to the place she deserves in the brotherhood of nations. Watch China. Study and try to understand her.

### PRODUCTION OF EGGS.

We sincerely hope that last season's egg deal will result in creating more bears when it comes time to put away this year's holdings. Last season more eggs were put away than any previous consumptive demand would have absorbed; but the unexpected happened. The eggs will all be consumed, but they will have been consumed as a result of some fair advertising, a disposition on the part of the trade to get them out and principally as the result of the popular price at which they were sold.

To accomplish this clearance, it was necessary to sell these storage eggs at prices that reflected a serious loss to holders generally. Going into this year's deal, it is an assured fact that the holdings of this year, if based on production, will exceed those of last.

The production of eggs is on the increase because it is being done now-a-days in a systematic manner. The old, haphazard methods of finding the eggs in the manger, in the strawstack, gathered just now and then and treated entirely as a salvage proposition, has ceased to exist. The producer now is building poultry houses designed for productive purposes, the agricultural magazines are telling him what feed to use, what to breed and how to properly market his eggs.

While a lot is yet to be done along this line—still, in the past few years a lot has been accomplished until today it is safe to presume that there is being produced close to a 50 per cent increased yield per hen over just a few years ago. This increase is going to continue as the result of better productive methods, better breeding and a greater realization on the part of producers that poultry and poultry products, when handled correctly, are their greatest source of revenue.

Any country observer knows this to be true.

Now we come to the consumer. Are the consumptive resources of the country at large sufficient to absorb this annual increase in consumption? The writer contends that it is; but, as the productive feature of the egg business has been developed, so must the consumptive feature be. If consumption is properly handled this country will never produce any surplus of eggs. The consumer must be educated, by sensible advertising, to the further use of the commodity itself; and the most effective advertising in the world is a reasonably low price. If we can enjoy eggs at a price we can afford to pay, we will consume all that will ever be produced. In short, it is all a matter of price at which the eggs can be sold; and, to move the annual production from now on, there must be a popular price. Irrespective of what the eggs cost in April, they must be consumed at a price the consumer is willing to pay.

Will the trade again this year plunge into the deal and put eggs away at prices over what the public can stand during the unloading season? If they do, it's them for it; but, if we have an ounce of brains, we will store eggs this year at a price to match up with our holdings and the disposition of the consuming public to eat storage eggs.—*The Informant.*

## Wayne & Low, Inc.

Commission Merchants

**EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

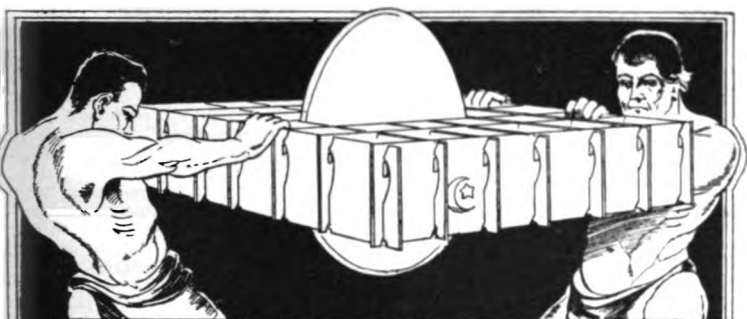
## Bickel & Miller

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**



## THE WORLD'S STRONGEST EGG CASE FILLER

A recent test demonstrated that the Crescent Egg Case Filler will withstand a dead weight of 525 pounds, and is the only filler on the market that will stand up under such a weight without crushing.

Board made from long-fibred straw and the patented Security Lock construction are the causes that enable this filler to withstand such an unusual perpendicular pressure, but the same qualities also permit it to withstand unusual horizontal or side pressures without crushing the contents.

Crescent Fillers are made from long-fibred straw in a special **CP** Filler Factory at Coffeyville, Kansas. They are hard water calendered and, hence, are moisture resisting. Since they are made from pure, clean straw, they have no taint or odor to impart to the eggs.

Send for a sample of the Crescent Filler. Put it to any test you desire. We are sure this will convince you that the Crescent is a filler without equal. Address

### The Creamery Package Mfg. Company

61-67 W. Kinzie St.  
Chicago

406-8 Sycamore St.  
Waterloo, Iowa

113-15-17 3d. St.  
Omaha, Neb.

Kansas City, Mo.  
1208-10 W. 12th St.

### TURKEY RAISING LESSONS.

Despite a steady increase in the prices producers have received for turkeys since 1915, production has steadily decreased, according to figures published by the United States Department of Agriculture. The average price received during the four months from October to January, 1915-16, was 15c a pound. The average price received during the corresponding period in 1920-21 was 32c a pound. In 1900 the census figures showed 6,594,695 turkeys on farms in the United States, while in 1910 there were only 3,688,708, and in 1920 there were 3,627,028.

During the past six years the price of turkeys has increased to the producer more than 100 per cent while during the past 20 years the number of turkeys produced has decreased about 50 per cent, the department states.

It is common knowledge that turkeys are not easily handled, for by nature they are wanderers, and they usually give considerable concern to those whose duty it is to keep them on the home premises. The almost unconquerable inclination of turkeys to wander into the fields of neighbors has often caused strained feelings, and many owners of flocks have abandoned the business of raising turkeys on that account. Turkeys are also seriously afflicted by a disease known as blackhead, which has caused heavy losses, and in some instances the business has been given up entirely for this reason. These causes of loss, together with the frequent ravages of wild animals, including dogs and rats, have all tended to discourage development of the industry.

The raising of turkeys may be a very profitable occupation where there is an abundance of range, ample feed, and reasonable freedom from preying animals, the department states. Even for those who have a limited range there are opportunities for raising a few turkeys each year if proper time and attention are devoted to it. The department points out however the desirability of those who enter the business to study it thoroughly in all its features.

It is very difficult to ship turkeys alive to market, since the shrinkage is very heavy. Ordinarily turkeys do not eat very much when confined and, therefore, they are usually killed and dressed locally and then shipped to market, packed in barrels or boxes. Turkeys, like chickens, may be either scalded or

dry picked, but the dry-picked birds are preferred in most markets because they keep better, and there are no losses of their substance by reason of a great deal of the soluble substance being removed from soaking in water or by packing in ice. There are conditions, of course, where there is no alternative but to pack the birds in ice and ship them in barrels. The objection to scalded-dressed birds does not obtain to the same extent where the birds are dressed and sold immediately to the consumer.

Turkeys mature and fatten very much better in the fall when the atmosphere is crisp and fairly cold, such as prevails for some weeks preceding the holiday season. Therefore the market depends upon the weather. During this season the birds are in greatest demand, although the cold storage product may be had at all seasons. Warm weather during the week preceding the Thanksgiving and Christmas holidays has a marked effect on demand and other conditions being equal the quality of dressed turkeys for the holiday market may be predicted to a great degree by weather conditions during the fall season.

### TURKEYS IN DAKOTA.

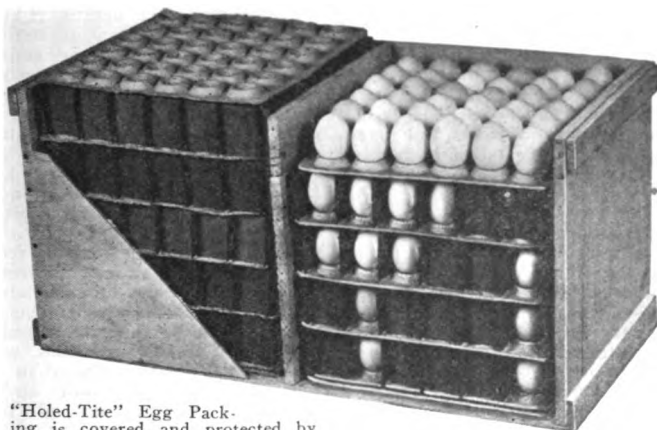
Seven hundred dollars gross income from six Mammoth Bronze turkeys owned by Knut Oss of Solen, Morton county, N. D., is a record revealed by data on this year's success in the state with turkeys, received in a survey by the poultry department of the North Dakota Agricultural College recently.

Mr. Oss started the year with six turkeys, and the gross receipts from the birds and their progeny of the year are practically net, due to the fact that they were largely range fed, according to Mr. Barton, poultry specialist at the college. As many as 40 turkey hens are being kept for breeding stock by breeders in various parts of the state.

"Increased interest in North Dakota in turkeys as well as in poultry in general is reflected in the increased shipment of live poultry," Mr. Barton declared. "One poultry produce house shipped 16 cars of live poultry during the past year, as compared to three cars a year ago. Farmers are eliminating more of the poor-producing stock in their flocks through proper culling methods."

**EGGS PACKED IN "HOLED-TITE" FLATS  
ARE BROKEN ONLY BY THE COOK!**

## **"HOLED-TITE" Egg Packing**



"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling.

The "Holed-Tite" Flat takes place of Excelsior Pads and ordinary Flats, and is used with standard honeycomb filler.

Made of elastic moulded pulp—absolutely prevents checking in packing and breakage in transportation.

The projecting rings on flat lock filler—so it cannot shift—prevent bending and breaking of filler ends.

Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing.

Saves long-deferred damage claims.

Send for sample Flat and descriptive circular.

**"HOLED-TITE" EGG PACKING CORPORATION**

**New York Mercantile Exchange, New York City**

## AN IOWA CONCERN.

The Spirit Lake Beacon has this to say of an important local industry at Spirit Lake, Iowa:

"Spirit Lake's largest industry, and the city's best asset, is the Spirit Lake Produce Company, which was established in 1911 and taken over by the present owners March 1, 1919.

"H. O. Dean and I. N. Clark, seasoned men in the produce business, own the concern and operate about 30 branches in Dickinson and surrounding counties. The firm has a branch office in every community in this county, and farmers respond liberally in an effort to promote the interests of their home creamery and produce house by selling the products of their farms to the Spirit Lake Produce Company.

"The firm buys poultry, eggs and cream from the farmers and manufactures a fine brand of butter and ice cream—'Merit' butter and ice cream.

"Thousands of pounds of butter are shipped to the eastern markets annually by the Spirit Lake Produce Company, but, first, the home trade is taken care of, none of the Spirit Lake merchants handling any brand of butter except 'Merit.'

"The company enjoys a splendid trade in ice cream, especially during the summer months, supplying most of this delicacy consumed at the summer resort.

"More than half a million pounds of poultry are dressed during the season by the Spirit Lake Produce Company, all of which is shipped to Chicago, Baltimore, New York and other eastern markets, where it finds ready sale. Usually this dressed poultry is placed in cold storage that the trade of these cities may be supplied during the summer months when poultry dressing establishments are inactive.

"The total annual output of dressed poultry is approximately 400,000 pounds, while on an average of two carloads of eggs—800 cases—are shipped out of this city weekly during the egg season.

"Messrs. Dean and Clark came to this city to take over the business of the Spirit Lake Produce Company a little over three years ago, and they have made a wonderful success of the venture. Mr. Clark has been in the produce business practically all his life, having been raised in the Elgin, Ill., dairy district. His father was an old-time

operator, having owned one of the first creameries operated in Northern Illinois.

"H. O. Dean has been in Dickinson county for the past 12 years, engaged in the handling of produce, and is well acquainted with all the farmers. He has resided in the county for 17 years, five years of which he was in the elevator business.

"The local firm has a large territory to draw from, securing a great quantity of business from Minnesota and as far west as the Dakota line.

"Spirit Lake is the feasible place for farmers in this community to bring their produce, because it keeps the local plant busy manufacturing the products, thus giving employment to a large force of working people, who spend their money in the community. This, alone, should give the plant 100 per cent patronage.

"The plant of the Spirit Lake Produce Company is a large one, is thoroughly modern and sanitary, and is deserving of support. In one of the large refrigerating rooms are kept large stores of dressed poultry, and in the other hundreds of pounds of butter. The poultry is packed in boxes and shipped to the eastern market in carlots, while most of the butter is placed in cartons and finds easy sale on the eastern markets, as do all Iowa products."

## COOPERATIVE MARKETING.

Recently an egg marketing conference of the creameries in that county was held at Faribault, Minn. The meeting was called under the auspices of the county Farm Bureau. Five of the cooperative creameries of the county were represented at the meeting, which was in charge of N. E. Chapman, poultry specialist of the Minnesota State University.

The method proposed was the cooperative marketing idea. And the sponsors felt that this would save \$35,000 to \$40,000 a year for the patrons of the creameries of the county if they cooperate properly in the movement. A committee was appointed to look into the matter further and report later, as follows: Sebastian Gillen, representing the Forest creamery; S. J. Leahey, Faribault creamery; H. Bue, Farm Bureau, Northfield; A. A. McPheeters, county agent.



# **Egg Cases Chicken Coops Poultry Boxes Butter Boxes**

**QUICK  
SHIPMENTS**

**NATIONAL  
BOX COMPANY**

General Offices :  
38th St. and So. Racine Ave.  
CHICAGO, ILL.

Eastern Office :  
712 Liberty Building  
PHILADELPHIA, PA.

**PLANTS AT  
CHICAGO, Ill., and NATCHEZ, Miss.**

## Why Do People Do Like People Do?

[My friend, F. Willis Jenks, a Waterloo salesman, who styles himself Jenks, the Sock Man, not only sells good socks but occasionally has a good idea. I said occasionally, understand. The other Sunday morning he got up early to fix the furnace. Not because he wanted to but because he had to. Not having been out late the night before, he was feeling fairly fit, and, while waiting for the soft coal to get to burning so he could shut up the furnace and prevent it from all being wastefully consumed, he spilled the following—wrote it with his pencil on a little pad of paper laid on the oil cloth on the kitchen table—and he fairly burned a hole in the pad of paper before he got this out of his system. You don't know Jenks. He isn't in the egg, poultry or butter business. He doesn't even run a refrigerating plant or sell egg or poultry shippers' supplies. But I'm going to print what he wrote under the title that he gave it, in the hope that it will help all of us, employer and employee alike, to do more business in 1923 because we do it right—because we live up to our end of every bargain—and because we give our customers in every case something more than they were actually expecting. Read it, folks. It won't hurt you—and may do you good.—Egg Reporter Shoemaker.]

**SIX-THIRTY** a. m. Woke up a half hour ago and, while attending the furnace fire, fell to wondering "Why do people do like people do?"

A letter from a customer reached me last week saying: "A young man from here has gone to Waterloo to go to school. He has money to pay his tuition, but would like to get work to pay for his board."

Two days later the young man showed up at my office just as I was leaving for lunch. I took him home with me instead of delaying the lunch. (I am a married man, and, as Harry Lauder says, "cannot drive as I like.")

We talked things over, and I decided to help him if I could, so, after lunch, said to him: "Come up after school and I will see if I can think of some place for you." He didn't come. Next morning I stopped at his rooming house about 7:00 o'clock—routed him out of bed to tell him to come up to the office.

In the meantime, my wife had decided that she would do for him what she would like to have some other mother do for our boy—give

him his meals for attending the furnace and what other work he would have time to do out of school hours at home and at the office.

When he appeared promptly, I made the proposition to him. It meant get up at least by 5:00 o'clock every morning and walk eight blocks. "Yes, I am glad to do it."

That noon he was to go to lunch with me—didn't show up, nor did he telephone. After school he explained that he didn't feel like eating at noon—he did not phone as he did not think it made any difference.

After school, he came—worked well at the office—went to a rabbit supper with us at the church and had arranged to borrow an alarm clock to waken him next morning.

5:30 a. m. No boy. I got up and fixed my own fire as usual. Six o'clock—still no boy. About 7 o'clock, when I drove to the office, all was dark at his rooming house. About 9 o'clock he appeared with the remark: "I'm a dandy, ain't I?" "Yes, you are," and I went on with my dictating, soon relenting enough to say: "I'll be through here in a moment."

Then he explained: "The alarm didn't go off"—and, anyhow, he felt sure that he wouldn't be able to wake up early enough to attend the furnace—might do it a couple of mornings and then fail. I did not tell him that it did not matter much to us whether he looked after the furnace or not—that we had manufactured the job to make a place for him and to test his grit.

However, I did light into him, and said: "Do you know that it is doing the unusual thing that makes the young man stand out from his fellows? Take 20 men as you meet them and only one man makes an outstanding success. That practically means that if you stand here and watch 20 men go by—1, no—2, no—3, no—5, no—10, no—15, no—the 20th, yes!

Now, what was the trouble? He said he wanted work. He found it. The work was easy—the getting up hard. He told me he sat up until midnight the night before playing

cards. (Didn't mind the staying up—just getting up he minded.) He didn't want to bother.

Last summer a young fellow (perhaps 15 years old) wanted to mow our lawn. He came twice. Did not finish—then failed to come again until we cranked him up ("Green grass growing all 'round, all 'round").

Another young fellow—good, strapping lad—took on the job—very business-like—wanted a regular day. He came twice, then neither came nor notified us that he had resigned.

Some four weeks later, when I reminded him of it, he said: "Oh, I went out on a trip with the Boy Scouts. I forgot to tell you. Then my 11-year-old boy took the job and beat these husky lads seven ways.

My wife had a woman engaged to come 10 days ago to work on Friday. She didn't come, nor send any word until that very morning. Said she had agreed to work at a big, down-town tea room. This lady is fine—a personal friend of ours—but she lacked the "educated heart" we heard about in the October American Magazine.

My wife has kept telling me how reliable a certain business college

girl is. She is almost through the a stenographer's course. I called her up the other day and asked her about coming to work Saturday. She said: "I cannot come Saturday afternoon, but will come Saturday forenoon."

At 10 o'clock I called her up and asked: "What time do you go to work?" "Mother wasn't feeling well and I had to stay home." "Why didn't you call me up?" "I didn't get up myself until 9 o'clock. I wasn't feeling well, either." "But why didn't you notify me?" "I forgot."

In a few weeks this reliable young lady (and she is really fine—we have found her very dependable) will be through school and looking for work where excuses do not go.

I almost forgot the garage man who cleans the spark plugs and spoils your lights. At Mason City, Iowa, I saw this sign: "We Repair Automobiles and Fix Fords."

When I start my garage I intend to wash the grease off the steering wheel of every automobile and off the crank of every Ford before I deliver it to the owner. (My b piped in right here with: "You m be so busy that you won't.") Also, I think I will (perhaps I won't)

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:—Manover National Bank of New York, or your own Banker**

put a cloth or paper protector on the front seat of every Automobile and of every Ford before I sit in said seat with my old, greasy overalls. I feel that milady will appreciate that it is real service when I spend a rag to save her gown.

I shall not hesitate to advertise the fact that: "We Deliver You. Car with Clean Seat—Clean Steering Wheel, and Your Ford with Clean Crank."

I would not leave the impression that most of the people with whom we deal fail to please, for the majority of stores at which we trade are very satisfactory.

Each one of us experiments and trades around until he finds the cleaner grocery—hardware store—meat market—printer—plumber—builder—with whom he likes to deal—and usually the particular salesperson who takes the trouble to study his customer's peculiar desires attracts this business.

I know of one grocer who lost trade because of the cats which roamed at will over the groceries—another because of dilatory deliveries—another because he was cranky to his customers—still another because he did not wait on

children in their turn, but habitually passed right over them to wait on grownups.

My printer is one who has learned to know me, and one who knows that when I get an advertising idea I have to have it printed right off the bat—as I always explain: "We want to mail these 1,000 letters or cards out tonight." And he gets them to us on time.

We buy dry goods of a store where for 30 years they have advertised: "Trade at Headquarters—It's Safe," and it is.

We also buy our telephone service from a telephone company which apparently keeps a girl just sitting waiting for me to call up and say: "I want to talk to 66 people in 66 different parts of Iowa. Will you take these station-to-station calls all down now?" And she does. In double quick time my phone begins to ring: "Here's Ft. Dodge for you. We are ready."

When I call 3231 when there is no such number the girl does not antagonize me, but quickly gives me another department and a girl who says: "What number are you calling?" "3231." "Whom did you want?" "The James Black Dry

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

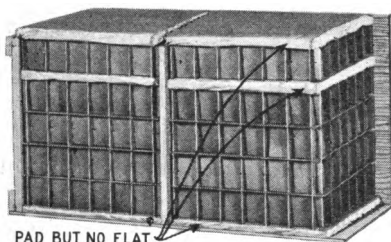
**Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Canners, Baled Excelsior and Eureka Egg Case Openers.**

**Prompt Shipment—Carloads or Less.**

**Cairo Egg Case & Filler Co.**  
**CAIRO, ILLINOIS**

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

Goods Company." "Their number is 3132." Then I call the right number and get my party like a shot from a gun.

I am 22 years married. We have had a succession of experiences with plumbers who do not plumb—carpenters who do not carp—pump men who do not pump—coal men who deliver us dirt. One such delivered us \$75 worth of coke that didn't burn well. He said: "You don't know how to burn it; I will come to the house and show you how." He did not come. When we got ready for \$96.25 worth more coal, he didn't get the order. Later when he called up (Did you ever notice how much of our business we do by calling up?) we didn't need any coal.

### POOR FILLERS.

H. F. Jones, executive secretary of the National Poultry, Butter & Egg Association, has sent the following notice to members in Kansas, Minnesota, North Dakota and South Dakota:

"Official egg inspectors draw attention to the fact that cars of eggs, chiefly from Kansas, although some are coming from Minnesota and the Dakotas, are packed in fillers made of such faulty material that they (the inspectors) claim the flats and fillers become like blotting paper when in storage. The fillers have no strength whatever, curl over at the edges and do not lend the proper protection to the eggs. There is going to be very serious objections when the storage season starts to their accepting eggs packed in such fillers.

"In addition to the above trouble you will experience if you use inferior fillers, the railroads will penalize you by way of a higher freight rate. To get the lowest freight rate where you pack your eggs with honeycomb fillers and flats, such honeycomb fillers and flats must comply with the following specifications:

"All flat dividing boards and tray fillers must be of wood pulp board or hard calendered strawboard, weighing not less than 3½ pounds to the set of 10 trays and 12 dividing boards."

"To avoid the above troubles, and others which will occur to you, you should make your purchases of flats and fillers from reputable supply houses and have them guarantee to

you that the flats and fillers they deliver to you will comply with railroad specifications.

"If you have already had trouble from the above causes, give me the name and address of the person from whom you purchased the flats and fillers which caused you trouble."

### OPEN ANOTHER BRANCH.

The Creamery Package Manufacturing Company announce the opening, on January 15th, of a branch office and warehouse at 508 N. Second street, St. Louis, Mo.

A four-story building has been leased at the above address. The first floor will be devoted to a display room, where a complete line of creamery, dairy and egg and poultry shippers' supplies will be carried.

The new branch will aim to ship every order received within 12 hours of its receipt and will handle all of the company's business in southern Illinois, eastern Missouri and Arkansas.

The office is centrally located, and a cordial invitation is extended to all visitors to St. Louis to make it their headquarters.

### AMERICAN STORES CALENDAR.

The American Stores Company, whose executive offices are at 424 North 19th street, Philadelphia, send a 1923 calendar stressing particularly their Louella brand of butter. Accompanying the calendar is a message reading in part as follows:

"The present American Stores Company is the outgrowth of a few humble little grocery stores opened more than a third of a century ago, and we realize that we have grown only by the patronage of you, our customers, and our many other loyal friends.

"Business with us is more than a mere matter of exchanging merchandise for currency; with us it is a service. We are your servants, and only so long as we serve you faithfully can we expect to hold your patronage."

### GOOD BUSINESS.

It is reported from Doland, S. D., that the Doland Produce Company paid to farmers in its territory in the last nine months more than \$100,000 for poultry, eggs and cream.

## ON "MAIN STREET."

## EGG EXPORTS.

A local paper at Waseca, Minn., recently showed that nearly \$1,000 a day for every working day during November had been paid to farmers in that community for cream by the local creamery. Further investigation showed that Swift & Co.'s produce house there also paid farmers of the community an average of over \$500 a day for poultry delivered during the month of November. If the money paid for eggs had been added to this the total would have been close to \$1,000 per day for poultry products during November.

During the past summer a large addition was built to the poultry feeding house of Swift & Co., costing about \$4,000, and other improvements are contemplated for the coming months.

F. B. Prentice is the local manager.

## EGGS FOR THE CHURCH.

The junior members of the First Methodist church, Sioux City, Iowa, have decided to go into the egg business, so it is said. They propose to buy eggs from farmer members of the congregation and others and market them under a guarantee of freshness for the benefit of the church.

## NEW FIRM.

Kepler & Smith, which firm is composed of T. S. Kepler and C. J. Smith, at DeWitt, Iowa, have opened a poultry raising and poultry and egg marketing establishment. Along with their other endeavors they will operate a large commercial hatchery. The farm will be known as the "Lincoln Way Poultry Farm."

In November, 1922, 1,625,940 dozen eggs were exported from the United States to Europe, 7,440 dozen to Bermuda, 1,034,198 dozen to Canada, 1,200 dozen to Newfoundland and Labrador, 109,572 dozen to Panama, 775,327 dozen to Mexico, 959,180 dozen to Cuba, and 8,070 dozen to other British West Indies. The total exports for November this year were 4,538,211 dozen; for November, 1921, 4,760,074 dozen. The total exports, including November, of this year, were 31,659,199 dozen against 30,299,463 dozen for the same period last year.

## MINNEAPOLIS ELECTION.

Officers of the Minneapolis Produce exchange for 1923 will be headed by W. B. Ferguson, re-elected president. E. F. Hopkins has been chosen first vice-president; N. D. Samuels, second vice-president; C. L. Stacy and H. E. A. Bowes were named to the board of appeals, and Mr. Hopkins and Alfred Anderson were elected as an arbitration committee. Directors chosen were S. G. Palmer, L. A. Goss, H. R. Edwards, Mr. Stacy, E. J. Kelley and R. A. Gamble.

## BUSINESS HAS BEEN GOOD.

L. E. Havens is the manager of the Sac City (Iowa) Produce Company and reports that they have had a very heavy poultry business this fall and early winter. They have been dressing from 1,200 to 1,600 birds daily and have been employing a force of 20 men and 15 women. This is one of the well equipped plants in Iowa.

# S. S. LONG & BRO., INC.

WHOLESALE DEALERS IN  
**BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments**

## NEW CORPORATION.

The Mapes Paper Products Company is one of the newest corporations connected with egg-packing industry. It has been organized under the direction of W. H. Mapes of New York City. It will put on the market the Mapes cushion egg flat that Mr. Mapes has been developing in recent months. The statement is credited to Mr. Mapes that as much of the stock as it has been deemed necessary to sell for the present has been subscribed for—chiefly by men in the egg trade.

The officers of the new company, it is announced, will be W. H. Mapes, president; W. D. Coyle, vice-president; F. L. Baldwin, treasurer; Alex Moir, secretary.

Mr. Coyle is president of the Indiana Board & Filler Company. Mr. Baldwin is president of Frank Baldwin & Son, Inc., ship chandler's stores. Mr. Moir is vice-president of the Merchants' Refrigerating Company.

The plant at Griffith, Ind., in which the Gill egg case filler has been manufactured has been purchased from the Associated Paper Products Corporation. It is understood that all of the equipment, patent rights, machinery, etc. are included. New drying ovens will be installed.

It is reported that L. H. Davey of Glen Ridge, N. J., who owns a paper mill at Jersey City, is interested in the new company and will probably be manager of the plant at Griffith.

The company hopes to have its manufacturing facilities in such shape that deliveries can be made by April.

## WISCONSIN INCORPORATION.

W. C. Clack, H. L. Clack and O. E. Johnson have incorporated the Wisconsin Hatchery Company at Madison, Wis., for an authorized capital of \$25,000. They will engage in hatching and selling chickens on a commercial scale, dealing in poultry supplies, etc., and marketing poultry, eggs, etc.

## CHANGE IN FIRM.

Jordan & Adams, poultry, eggs and butter dealers, at Monticello, Ark., are successors to Goodwin & Jean at that point. The members of the firm are B. E. Jordan and R. M. Adams.

## HAVE YOU?

A writer in "The Informant," Wescott & Winks' house organ, published at Sumner, Iowa, asks if you have ever happened to see:

A stag box?  
A fowl ball?  
A battery report?  
A duck feather?  
A bench count?  
A box nail?  
A rougher pin?  
An egg case flat?  
A checker punch?  
A case divide-r?  
A daily report file?  
A patent car brake?  
A stencil cut?  
An ice man's bill?  
A coop knocked down?  
A tail light?  
A scale wait?

## NOW ALMOST EXTINCT.

Not many years ago the wild turkey—a native of this continent, despite its misleading name—was as numerous in America as the buffalo in regions where it lived, and it ranged throughout the wooded portion of the United States, from the southwestern border of Ontario all the way to what is now New Mexico and Arizona.

It is now well on the way to extermination for the same reasons that have made the buffalo practically extinct. One of its dwindling refugees are in the wilds of West Virginia.

It is worth recalling that the bird which graces the Thanksgiving and Christmas table nowadays is of Mexican origin. It is the descendant of Mexican ancestry, domesticated in Spain and from there brought to America as a barnyard fowl.

## STUDYING ADVERTISING.

Paul Mehl, marketing agent, Extension Service, Connecticut Agricultural College, Storrs, Conn., has been obtaining data relative to the influence of advertising on the consumption of eggs. From a number of cooperative egg-shipping associations all over the country, which have placed special emphasis upon advertising, he has obtained information to be used in determining the practicability of recommending similar advertising campaigns for Connecticut egg producers.



# **FEATHERS**

**—and—**

# **QUILLS**

**We are cash buyers  
of all grades of  
feathers and quills.**

**Ship your stock to us  
and we will pay you  
full value.**

## **The P. R. Mitchell Co.**

**Brighton Station**

**CINCINNATI, OHIO**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

**Feathers  
and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

**Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

ol. XXVIII

FEBRUARY 20, 1923

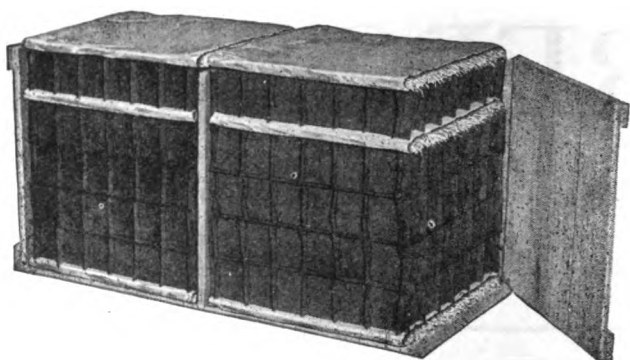
Number 15



“**Y**OU will search  
the pages of his-  
tory in vain to  
find any body of men who  
ever died for a boarding  
house.”

# "Breakage Reduced to the Minimum"

**Says Mr. Maine**



**"O**UR entire output for the season has been packed with six excelsior pads and Cherry Double-Lock Fillers. As a result, our breakage has been reduced to the minimum," says Mr. R. A. Maine of the Central City (Iowa) Produce Co.

"Only way to ship eggs successfully," writes Mr. L. R. Riddlesbarger of the Nevada (Iowa) Poultry Company.

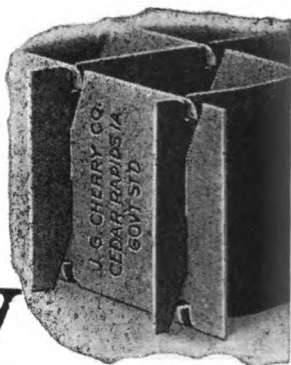
"Your Fillers are a very high standard. Well built. Have used them for several years. With six excelsior pads to the case, they have eliminated a lot of damage," says Mr. J. F. Peterson of the Peterson-Beddick Company, Wadena, Minn.

---

And that's what they **ALL** say, in substance; each shipper putting his satisfactory experience in his own words.

Send for sample filler, and for our interesting little book — "Fourteen Rolls and Why."

**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn.    Tampa, Fla.    Peoria, Ill.





## Meet a FATENA man at the convention

At every convention of poultry feeders, you will find Fatena Service Men, each with a glad hand and a helping hand. You go to a convention for money-making hints. Don't pass up one of the best bets.

### Ask about our Field Service

Former government and state research men, now in our employ, are cutting the cost of feeding in fattening plants the country over.

They can make you more profit too. Be sure to talk to a Fatena man at the convention.

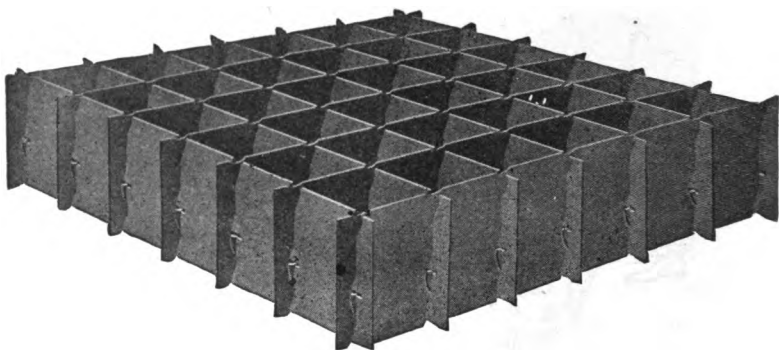
#### **Purina Mills**

984 Gratiot St., St. Louis, Mo.

Ft. Worth    Nashville    Buffalo

*Look for the Checkerboard sign*





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII WATERLOO, IOWA, FEBRUARY 20, 1923 No. 15

## THE SPRING MEETINGS.

THEY HAVE OPENED IN OKLAHOMA AND WILL WIND UP IN MINNESOTA—DATES OF COMING EVENTS—LOOKS LIKE BIGGEST CONVENTION CROWDS EVER KNOWN—BE AT YOUR CONVENTION.

The spring meetings have begun—begun to be sprung, as the alleged humorist might say.

The Oklahoma meeting—of the Oklahoma Poultry & Egg Association—was held in Oklahoma, as scheduled, February 14th and 15th.

In the language of the president, C. O. Smith, Anadarko: "Our convention was one of the most successful that has ever been held in Oklahoma. A meeting was held in the afternoon of the 14th and a very interesting time had then and on the forenoon of the 15th, at which time several important questions in connection with the trade were discussed.

"Delegates were elected to attend the Texas convention to protest against the proposed raise in rates on produce.

"On account of the prevalence of the flu epidemic, quite a number of the Oklahoma dealers were absent, and no meeting was held on the afternoon of the 15th.

"A fine banquet was enjoyed on the evening of the 14th at the Chamber of Commerce Building, at which time music and appropriate entertainment were provided. J. Cyril Beggs, Mt. Vernon, Ill., acted as toastmaster."

The following Oklahoma produce firms were represented. No attempt is made to list those present who were connected with supply houses or commission houses in the trade or with the railroads:

Lieberman Produce Company, Oklahoma City; O. J. Hallowell, Chickasha; W. D. Wright Produce Company, Oklahoma City; W. A. Carpenter, El Reno; W. D. Voelker, Tulsa; C. McPherson, Enid; W. Smith, Oklahoma City; E. M. Boring, Clinton; Roy Evans, Oklahoma City; W. W. Gentry, Marlow; W. E. Barnes, El Reno; Stewart Prod. Company, Valley Falls, Kan.; B. B. Copelin, Minco; C. O. Smith, Ana-

darko; Carl D. Rice, Enid; Otis B. Witte, Oklahoma City; L. R. Allen, Tulsa; F. M. Mitcham, Oklahoma City; W. L. Ficklin, Binger; A. S. Kininmuth Company, Arkansas City, Kan.; W. S. Long, Medford; T. B. Wood, Chickasha; Mangum Produce Company, Mangum; Sawyer Produce Company, Lindsay; Farmers Produce Co., Willow; Verden Produce Company, Verden; A. J. Wingert, El Reno; L. S. Bonested, Oklahoma City; J. E. Berry, Seminole; W. D. Wright Produce Company, Chickasha; Lawton Poultry & Egg Company, Lawton; Farmers Produce Company, Clinton; Minco Produce Company, Minco; Wilson & Co., Oklahoma City; Morris & Co., Oklahoma City; Paul Lieberman Produce Company, Oklahoma City; Beatrice Creamery Company, Oklahoma City; Cimmarron Valley Creamery Company, Guthrie; Janger Produce Company, Oklahoma City.

## THE OHIO MEETING.

The only complete program to be received up to time of going to press with this issue came from the Ohio association.

This is their 11th annual meeting. It will be held at the Chittenden Hotel, Columbus, February 26th, beginning at 10 o'clock a. m.

W. F. Barnes will deliver the president's address. Then will follow reports of officers and committees, unfinished and new business.

Chas. Storer will speak on "Co-operative Buying of Supplies by Ohio Dealers."

At noon luncheon will be served at the Chittenden Hotel.

The afternoon session will open at 1:30 o'clock.

"Food Value of Eggs and the Proper Advertising of Their Qualities Among the Housewives of Ohio" will be discussed by Miss Faith R. Lanman. Miss Lanman is in charge of the Department of Home Economics at the Ohio State University and has made a study of various foods used in the home. She will present a simple plan of advertising that should be of benefit to the industry.

Prof. George W. Eckelberry, professor of accounting at the College of Commerce and Journalism at the

Ohio State University, will speak on "Your Business from the Standpoint of Profits and Losses."

H. F. Jones, executive secretary of the National Poultry, Butter & Egg Association, will discuss "Recent Developments in Transportation and Marketing that Concern the Individual Shipper of Poultry and Eggs."

"What Effect Will the Increase in the Number of Leghorns on Ohio Farms Have Upon the Poultry Industry?" will be up for discussion, the discussion to be led by F. S. Jacoby and E. L. Dakan. Both these gentlemen are connected with the poultry department of the Ohio State University and as managers of commercial hatcheries can give some idea as to the increased demand for Leghorns on farms.

George Marvin, chief of the Bureau of Markets of the State Department of Agriculture in Ohio, will discuss "How the State Bureau of Markets Can Improve Marketing Conditions for Ohio Shippers of Poultry and Eggs."

Always a live subject—"The Storage Egg Situation in 1923"—will have attention from O. I. Clevenger. Mr. Clevenger is owner of the O. I. Clevenger Company of Marion and has been in the poultry and egg business in Ohio for 15 years.

Then will follow the election of officers, the reports of special committees and adjournment to 5:00 p. m.

In the evening, at 6:30 o'clock, a banquet (tickets, \$2) will be served.

Fred L. Rosemond, a leading attorney of Columbus, will be one of the principal speakers. In addition, the Buckeye Quartet of the Ohio State University will furnish entertainment. LeRoy DeTurk, tenor soloist and whistler of the Ohio State University, is on the program.

The local committee has arranged for a luncheon at one of Columbus' famous tea-rooms at noon, followed by a theatre party at Keith's in the afternoon for the ladies. In the evening the ladies will attend the banquet and participate in the entertainment.

The officers and directors of this association are as follows: W. F. Barnes, Columbus, president; H. V. Smoots, Mt. Vernon, vice-president; F. S. Jacoby, Columbus, secretary-treasurer; J. L. Simmons, Cincinnati; Ed Robinson, Marysville; and C. E. Storer, Ada.

An interesting circular from the Indiana association, reading as follows, has been sent out:

"A good opportunity to meet your competitor on a social basis, and talk over the situation. An opportunity to meet your eastern receiver or commission man. They will all be here. An opportunity for the receiver or commission man to meet the shippers. They will all be here. An opportunity to meet the track buyer, the track seller and the broker. An opportunity to meet the man who handles your goods in transit, the man who cares for them while in storage, and the man who furnishes the package and equipment with which to handle them. Their problems are your problems. An opportunity to hear some of the most important subjects discussed by people who know. An opportunity to be royally entertained at the expense of the association. A good opportunity to forget business for a couple of days. A fine opportunity to get rid of the blues."

The dates for the other spring conventions, for none of which programs have been received, are as shown below:

February 19th and 20th—Texas Butter, Egg and Poultry Association, Raleigh Hotel, Waco, Texas.

February 26th—Ohio Butter, Egg & Poultry Association, Chittenden Hotel, Columbus. W. F. Barnes, Columbus, Ohio, president; F. S. Jacoby, 422 Glen Echo Circle, Columbus, Ohio, secretary and treasurer.

February 27th and 28th—Indiana Egg & Poultry Association, Claypool Hotel, Indianapolis, Ind. H. Pfeifer, Logansport, Ind., president; William Locks, 123 North New Jersey Street, Indianapolis, Ind., secretary and treasurer.

March 1st and 2d—Illinois Poultry & Egg Shippers' Association, Orlando Hotel, Decatur, Ill. Charles Cappel, Peoria, Ill., president; C. L. Hatfield, 201 Roberts Building, Decatur, Ill., secretary and treasurer.

March 5th and 6th—Missouri Egg & Poultry Shippers' Association, Hotel Statler, St. Louis, Mo. L. J. Schulte, St. Louis, Mo., president; H. H. Bergmann, 833 North 3d Street, St. Louis, Mo., secretary.

March 7th and 8th—Iowa Wholesale Butter, Egg & Poultry Dealers' Association, Hotel Savery, Des Moines, Iowa. C. H. Wilson, Perry, Iowa, president; Mark A. Hagensick, Des Moines, Iowa, secretary.

March 9th—Southern Minnesota Poultry, Butter & Egg Association, Owatonna, Minn. John Lynard, Owatonna, Minn., president; F. C. Marpe, Albert Lea, Minn., secretary.



## CHICAGO EGG MARKET.

FLUCTUATION OF PRICES LESS THAN USUAL IN FEBRUARY—STORMS HELD UP DELIVERY FROM PRODUCING TERRITORY AND REDUCED SUPPLIES IN CONSUMING CENTERS — STORAGE PRACTICALLY GONE—POOR QUALITY MAYS LAST YEAR MAY INCREASE DEMAND AND PRICE FOR APRILS THIS YEAR.

While we have the usual February hot and cold market on eggs, the fluctuations have had a narrower range than ordinarily for this month. We refer to the fluctuations on fresh-gathered firsts for February delivery. The range there has been from  $25\frac{3}{4}@29\frac{1}{4}c$ . The low has been touched twice, once the first day of the month and again the middle of the month. The high point was touched the 15th. The market on this option closed today at  $28\frac{3}{4}c$ . By the time this letter goes to press the February deal will be about finished. The outlook now is that it is going to be a very difficult thing to bring the spot market toward 30c for this month, and, of course, the future and spot market will equalize the last day or two. There are still, however, a great many short sellers at  $28\frac{3}{4}@29c$ . The latest day of delivery is February 27th. Eggs for delivery on the 26th were bid this morning at  $29\frac{1}{2}c$ . The storm, which reached us Tuesday, was the second real touch of winter this month and also the more severe. If still another storm should follow this one, the effect on the February option would be instantaneous. In that event it would very likely go as high as 32c or  $32\frac{1}{2}c$ .

While it is true that a very large quantity of eggs has been produced during this cold weather, and the collection and shipment of them has been prevented by the storm, the same is true of the buying end. Markets that have depended on Chicago for eggs have used down to their last case and are in a position to buy tremendous quantities. This is particularly true of Canada. If our markets decline by next Tuesday to  $30@31c$  the demand for eggs at that figure is going to be enormous, and, in the opinion of many, will be sufficient to take up the extra supply we are bound to have on account of eggs held back. There never was a market without two sides to it. That is what makes a market. If the eggs come in larger quantities than can be taken up the price can readily drop to 27c or even 26c, but it does

not look that way now. Time is too short. Also the cost of the eggs in transit is high and shippers will be inclined to hold for prices approximating delivered cost.

The range of the spot market so far this month has been between 30c and 37c, the low point being on the 10th of the month and the high yesterday.

Storage eggs have practically played out. They are no longer a factor in the market, although the government report shows approximately 7,000 cases on hand in Chicago this morning, and the movement the last two or three days was very limited. The quality of fresh eggs is found so good that they furnish practically no seconds for the cheaper trade, and this trade will have to fall back on the storage eggs before several weeks to come. The highest price we have heard of on the storage in small lots is  $28\frac{1}{2}c$ . Certain days they have been for sale in carloads as low as  $23\frac{1}{2}c$ . In a general way they have followed fresh from 6c to 8c under.

The market on storage-packed for April is now quoted at  $24\frac{1}{4}c$ . Its high point was  $24\frac{3}{4}c$  sometime in January, and low,  $23\frac{1}{2}c$ . We do not anticipate much movement in the April price until the maximum receipts of early March are here and we can get some idea of the comparative size of this year's crop. It is to be hoped that Aprils can be stored this year at  $22@22\frac{1}{2}c$ . That will seem to be a maximum price, if there is to be any assurance of a profit, and yet the demand for April eggs this year will be heavier than ordinarily, because the quality of the Mays made such a poor showing last year.

Chicago, Ill., Feb. 16, 1923.

## LOOKING FOR MORE.

Smith & Smith, Decaturville, Tenn., report that weekly egg receipts are small—although about the same as they were getting at this time last year. The spring lay, according to their belief, will be considerably more than last season's.

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# **STORE YOUR BUTTER, EGGS AND POULTRY**

**Where they are to be consumed**

**Avoid Loss and Delay  
Duo to Uncertain Transportation Conditions**

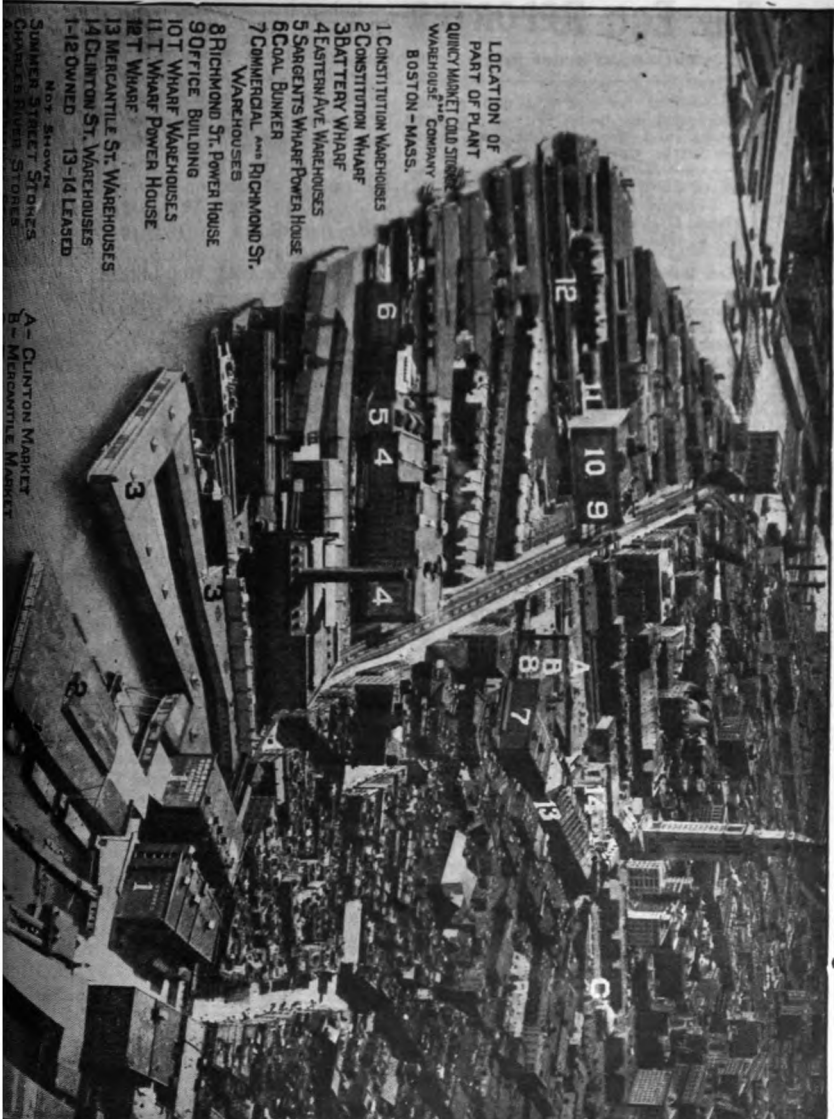
Unless Your Goods Are Stored in BOSTON With  
Us You May Lose Advantage of the  
Most Favorable Turn in the Market

# **Quincy Market Cold Storage & Warehouse Co.**

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00**  
**Total Space Cooled, 16,400,000 cubic feet**

Goods in car lots should be shipped in name of storer, care Quincy  
Market Cold Storage and Warehouse Company,  
Union Freight Railroad Co., Boston, Mass.



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

Fred L. Kimball Co., Publishers.

John Andrews, President.

Hugh G. Van Pelt, Vice-President.

E. R. Shoemaker, Sec. and Treas.

EGG REPORTER SHOEMAKER, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of THE EGG REPORTER, reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

Publication Office:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., FEB. 20, 1923

## LOWER LAST YEAR.

The combined farm value of chickens raised and eggs produced in 1922 is estimated by the United States Department of Agriculture at \$854,207,000. The value in 1921 was \$900,820,000.

About 543,000,000 chickens were raised on farms in 1922, with a farm value of \$354,199,000, as compared with 510,000,000 chickens raised in 1921, valued at \$362,253,000. Egg production totaled 1,962,356,000 dozen eggs of a value of \$500,008,000, as compared with 1,837,486,000 dozen eggs with a value of \$538,567,000 in 1921.

Of the chicken eggs produced in 1922 large quantities were consumed

in industries in the manufacture of other than food products, and about 113,000,000 dozen were used to produce chickens, the department says.

The average farm price of chickens raised in 1922 was 65c per fowl, compared with 71c in 1921, and with 86½c in 1920. The average farm price of chicken eggs was 25.5c a dozen in 1922, compared with 29.3c per dozen in 1921 and with 44.4c in 1920.

It is estimated that there were 412,000,000 chickens on farms January 1, 1922, a time of year when the number of chicks is low. There were 386,000,000 chickens on farms January 1, 1921, and on January 1, 1920, there were 360,000,000, according to census figures.

ON FEBRUARY 1st, last year, the United States cold storage holdings, as reported by the United States Department of Agriculture, were 12,546,000 pounds of broilers, 37,831,000 pounds of roasters, 20,562,000 pounds of fowls, 7,973,000 pounds of turkeys and 24,438,000 pounds of miscellaneous poultry. This compares with the holdings of February 1, 1923, as follows: Broilers, 13,116,000 pounds; roasters, 43,463,000 pounds; fowls, 20,537,000 pounds; turkeys, 13,243,000 pounds; miscellaneous, 30,068,000 pounds. The five-year average for January 1st is: Broilers, 11,911,000 pounds; roasters, 26,860,000 pounds; fowls, 19,087,000 pounds; turkeys, 6,546,000 pounds; miscellaneous, 24,299,000 pounds. The five-year averages of Feb. 1st is: Broilers, 12,546,000 pounds; roasters, 37,831,000 pounds; fowls, 20,562,000 pounds; turkeys, 7,973,000 pounds; miscellaneous, 24,438,000 pounds.

IN ANSWER to an inquiry from a subscriber to The Egg Reporter, notice should be taken of the fact that the Mexican tariff on eggs imported into that country from the United States is five centavos per gross kilo. Five centavos is equal to about 2½c in United States currency, while the kilogram is equal to 2.2046 pounds. This duty has been in effect since December 20, 1922. Prior to that time there was no duty on eggs shipped from the United States into Mexico.

THE EGG REPORTER has an inquiry from a party living at Barcelona, Spain, who desires to get in touch with American parties looking toward the exportation of eggs to Spain. He notes that in 1922 about \$10,000.00 worth of eggs, in shell, were exported from the United States, and he feels confident that more of them ought to be going to Spain. If any of our readers is interested, we will be glad to put him in touch with this party.

ACCORDING to the Government report there were in storage February 1, 1922, 179,000 cases of case eggs and 16,209,000 pounds of frozen eggs. This year, February 1st, there were 213,390 cases of case eggs and 18,397,344 pounds of frozen eggs. The five-year average holdings as of February 1st are 179,000 cases of case eggs and 15,499,000 pounds of frozen eggs.

IT IS easier to be critical than correct. It is easier to hinder than to help. Easier to destroy reputation than to construct character. Anybody can gamble, criticize or censure, but it takes a big man to go on working faithfully at a constructive task.

YOU know, producers are beginning to believe that the consumer's dollar, which winds up in the producer's pocket as 30c, has too many stopover privileges. And the farmer is the fellow who said that middlemen never raised anything but the price.

SOME day we may look back on this as the age of iron eaters. And, while we're at it, let's not forget that there is twice as much iron in the yolk of an egg as in an equal weight of medium fat beefsteak. And see how cheap eggs are!

WOMEN who use common sense know that there is a happy medium between the red flannel "undies" of grandma's day and the pink crepe de chine of daughter's.

WHILE an early bird may get the worm it takes the early-hatched chick to get the "dough."

A LARGE egg importer, located in England, writes: "The quality of last season's cold storage States eggs has, on the whole, been satisfactory, and, if prices are at a reasonable level, much business should be possible next season."

IN 1920 Japan imported from China something around five and one-half million dollars worth of eggs. In 1921 this had increased in value nearly 50 per cent.

#### Eggs

The codfish lays a million eggs  
While the helpful hen lays one,  
But the codfish does not cackle  
To tell what she has done.  
And so we scorn the codfish coy,  
But the helpful hen we prize,  
Which indicates to thoughtful minds  
It pays to advertise.



#### HEN EGGSON

The city folks have laughed a lot at the sayin' that some smart guy got off, namely, towit, that in the winter time farmers jest set and think, and sometimes they jest set. But, by gosh, I think they's a lot of these city guys that think they are thinkin' an' smokin' when they're jest smokin'.

I haint got a bit o' use for the fellow that's always bellyaching about not bein' used right when he aint even on speakin' acquaintance with how to be fair and square to other folks.

## CHICAGO POULTRY.

Steady demand with heavier supplies has kept the market active. Price is holding at normal but this is due to good supply and demand. A shortage of hens made the market price go up for several days, but the situation has been remedied by some extra cars coming in.

The members of the trade are looking forward to good business with an active but still normal price market. The only chance for advanced price at this time will occur if supplies drop off. The cold weather has not held up shipments to any great extent.

## MARKET NOTES.

The Interstate Commerce Commission has now rendered its decision, and it has ordered that the tariffs which provided the 25% penalty charge be cancelled on or before February 27, 1923, on one day's notice and new tariffs are to be filed, effective on five days' notice. The commission suggested that a sufficient and more logical penalty would be imposed by assessing on that part of the shipment not properly packed the second-class rate which is applicable to carload shipments improperly packed; in the event that the total weight of the shipment is less than the minimum weight the deficiency should be charged for at the rate applicable on eggs properly packed.

The C. & E. I. Railroad has been selected by the Chicago Butter and Egg Board as the road to be used in going to the St. Louis convention on March 5th and 6th. Schedules will be announced at a later date.

B. W. Redfearn, of the Live Poultry and Dairy Shippers' Traffic Association, will speak at the convention of the National Association of Egg Case and Filler Manufacturers at Memphis, Tenn., on March 13th and 14th. His topic is to be: "Proper Containers for the Transportation of Eggs."

The following were elected on the 1923 building committee of the Chicago Mercantile Exchange: C. E. Cromer, C. B. Ford, O. W. Olson, J. B. Mitchell, Edward Rueb, S. E. Davis.

A new company to be known as the Milk Service, Inc., 2944 Calumet avenue, Chicago, has incorporated with a capital of \$1,000. Incorporators were: Frank B. Murry, Joseph B. Lawler and Geo. A. Barry, Jr. The company will own and operate motor trucks for the delivery of dairy products.

Plans for a national sales agency to handle dairy by-products, cheese, butter and condensed milk were outlined and agreed upon by dairymen from all parts of the country in a conference recently held in Chicago. The plans call for the establishment of cooperative commission companies in Chicago, New York, and other big consuming centers over the country. B. B. Heaton, of the American Farm Bureau Federation; Aaron Sapiro, California cooperative marketing attorney, and C. V. Gregory, editor of the *Prairie Farmer*, met with the dairymen. The committee attending the convention and also officially representing the producers is composed of H. B. Nickerson, Minnesota; C. R. George, Indiana; W. A. Wentworth, Iowa; B. F. Sheridan, Wisconsin; J. T. Williams, Illinois; P. G. Swoboda, Wisconsin; John D. Miller, New York City; W. F. Shilling, Minnesota, and C. Bechtelheimer, Iowa. The above committee was appointed by the conference of the cooperative dairy marketing organizations in Milwaukee, Wis.

F. P. Collyer has been elected on the 1923 butter committee of the Chicago Mercantile Exchange.

The Certified Products Company, 4237 South State street, Chicago, has incorporated with a capital of \$1,250,000. Incorporators were: Frank P. Page, James E. Hauronic, M. E. Burgess. The company will deal in all sorts of dairy products.

The property at Carpenter street, 110 feet south of Lake street, west frontage and 189 feet with old improvements, has been sold by Joseph D'Adney to Morris Goldman for \$33,750, through Marks & Co. With the widening of Water street it is expected that the site will be improved with a large produce market building.

Several carloads of geese, chickens and other poultry were destroyed in a fire which seemed for a time to threaten to wipe out the entire four-story building at 200-206 West South Water street, January 24th. The building is chiefly occupied by poultry commission firms. The damage done was approximated at \$20,000. Service on the elevated was delayed during the fire.

J. B. Hickey, for the past five or six years egg man for the Harry H. Redfearn Company, has resigned his position. Mr. Hickey stated that he has accepted a position with the Tracey Schumaker Company at Ortonville, Minn. His resignation with the latter firm became effective on

# Why Rice-Straw Fillers Are Best

All egg case filler manufacturers make good fillers but the Southern Egg Case Filler Company, Inc., feel that they have one just a little better. Our reasons for making this statement are as follows:

We had Dr. Andrew Wallin, chemist for the Glass Containers Association, make a laboratory test between board made from wheat straw and rice straw.

This test was made in a very damp cellar with the following results:

The first 24 hours board made from wheat straw showed 9.49% moisture, and the board made from rice straw showed 7.98% moisture.

After hanging in this cellar for additional eight days the results were as follows:

Board made from wheat straw showed 22.01%, and the board made from rice straw showed 20.40% moisture, which proves that egg case fillers made from rice straw are far superior to those made from wheat straw.

These are absolute facts.

We will be glad to receive your inquiries.

**Southern Egg Case Filler Co.**  
**INCORPORATED**  
**NEW IBERIA, LA.**

February 1st. The boys in the trade wish "Stonewall" all the luck in the world.

The Merkel Dairy Company, 2752 Best Avenue, Chicago, Ill., has incorporated with a capital of \$300,000. Incorporators were: Elsie M. Merkel, Ernest Schein. The company will deal in dairy products and equipment.

Announcement has been made to the trade that I. H. Marks Poultry Company, Inc., have withdrawn.

A new company known as Frank Sweeney, Inc., 192 North Clark street, has incorporated with a capital of \$10,000. The company will deal in butter, eggs, dairy products, etc. Incorporators were: Kathryn Stewart, Catherine Sweeney, Walter V. Sweeney, Robert J. Sweeney, and Frank Sweeney.

Dairymen have started their fight against filled milk and false advertising in various sections of the country. Filled milk and false advertising bills will be introduced in 18 state legislatures this winter, according to the Holstein-Friesian Association of America, Chicago. The manufacture and sale of filled milk within the state is prohibited by the milk bills, and the advertising bills prohibit the use of dairy terms, dairy

cow pictures, and the names of dairy cattle breeds in the advertising of butter substitutes. Following are the states in which the two bills will be introduced: Connecticut, Illinois, Indiana, Kansas, Maine, Massachusetts, Minnesota, Missouri, Nebraska, New Hampshire, New Jersey, South Dakota and West Virginia. The dairy states of Wisconsin, Ohio, New York and Iowa have already enacted filled milk bills, and false advertising bills have been enacted in the states of Pennsylvania and Michigan.

There is a possibility of the Exchange starting a new session in the afternoon. The board of directors, who are now engaged in the detail of this suggestion, have remarked that the potential hours will probably be from 1 to 1:30 p. m.

M. S. Hartman, traffic manager of the Fairmont Creamery Company, attended a hearing in Chicago during the past week.

V. H. Combs, of the Wonderfat Poultry Feed Company, Kansas City, was a business visitor on February 1st.

R. H. Switzler, general manager of the St. Louis Refrigerator and Cold Storage Company, transacted business in Chicago on January 18th.

# RUINED

Lack of cooperation has spelled this as a final result for a good many business men. If you are a real Butter, Egg or Poultry Dealer your place is at your Annual Meeting and Convention at the New Savery Hotel, Des Moines, March 7th and 8th, 1923.

**Iowa Wholesale Egg, Butter & Poultry  
Dealers' Association**



## LOOKING FOR INCREASE.

"Our eggs, as well as our poultry," write the Alma (Neb.) Produce Company, "are packed under the trade-mark 'APCO.'" They figure they will ship 20 cars of eggs in March. Just now their weekly egg receipts are 1,000 cases. The spring lay according to their belief, will be larger than last year's by about 15 per cent.

## EXPECT TENTH MORE.

T. Jensen & Sons, Emporia, Kan., are getting six carloads of eggs per week. They look for a 10 per cent increase in egg production. There is evidence of a decided increase in interest in poultry raising on the part of farmers in their section.

## PREDICT BIG INCREASE.

The Lindley-Buster Produce Company, Ethel, Mo., are getting 100 cases of eggs per week, which is more than for this time last year. They will ship about three cars in March. It is their opinion that the spring lay will be 40 per cent greater than last year's.

## CARLOADS SOON.

R. L. Crenshaw, Dyer, Tenn., writes that he is getting 25 cases of eggs per week, while at this time last year he was getting 40 cases. He looks for the usual spring lav. Commencing with March, he will ship one carload of eggs weekly.

## INCREASE.

Around April 1st W. H. Barker, Fairplay, Mo., will ship eggs in carlots. He looks for an increase in the spring lay, as compared with last year's. His egg receipts are running around 165 cases per week, which is more than he was getting at this time last year.

## ABOUT AS USUAL.

The Tri-City Butter Company, Davenport, Iowa, report that their weekly egg receipts are about the same as for this time last year—50 cases. They look for little change in the spring crop as compared with last year's.

Herbert Thompson has bought a half interest in the Grant City Produce Company at Grant City, Mo.

## IOWA CHANGE.

Armour & Co., it is announced, have purchased the Aaron Poultry & Egg Company plants at Leon and Creston, Iowa. It is understood, however, that these two concerns have been working together very closely previously.

## GETTING INTERESTED.

Weekly egg receipts of 45 cases are reported by the Pea Ridge (Ark.) Produce Company. They look for a 35 per cent increase over last spring's production. Farmers appear to be quite interested in poultry raising this year.

## HEAVIER.

The Harrison (Ark.) Produce Company advise that they have begun to ship eggs in carload lots and that they believe they will ship eight carloads in March. They look for a heavier spring lay than they had last spring.

## EXPECTS MORE.

M. L. Munnell, Englewood, Kan., says that he is getting 20 to 30 cases of eggs per week, this being slightly less than he was getting at this time last year. He estimates that the spring lay will be larger than that of last year—about 10 per cent.

## CARLOTS NOW.

"We look for the spring egg lay to be the same as last year's," write the Wm. B. Foster Produce Company, Fayetteville, Tenn. Our egg receipts are 400 cases weekly. We are shipping in carload lots at present."

## "DAY BY DAY", ETC.

Coyne Brothers, 119 West Southwater Street, Chicago, report their January business in eggs, butter and poultry was 20 per cent better than in January, 1922.

## MOVE BY TRUCK.

J. E. Elmore & Co., Chula, Mo., usually transport their eggs and poultry by truck to Chillicothe. Ten to 12 cases of eggs are their present weekly egg receipts.

J. L. Taggart, Depoy, Ky., is only getting enough eggs to supply the local demand.

## CANADIAN REVIEW.

The egg market continues unsettled with a tendency to lower levels. The ruling influence is the course of the United States markets. At Montreal and Toronto a very large portion of the consumptive demand is being supplied with United States fresh eggs. The cost, delivered Toronto and Montreal, last week was about 36 to 37c, cases free. On the basis of the Chicago market today they would cost about 1c less. Canadian markets would be much higher if no States eggs were available. Ontario country shippers say receipts are gradually increasing. They are paying 36@40c and making sales at 40@43c, f.o.b. The latter price is for graded stock. One shipper reports that it pays him to put up graded eggs, as he figures it only costs him about 1/4c per dozen to grade at present, and he can get 3c per dozen more when graded. Offers have been received from Montreal at Ontario points at 38@42c, f.o.b. shipping point.

British Columbia eggs are moving in carlots at 34 1/2@35c for extras, 33 1/2@34c for firsts, and 30c for pullet extras, f.o.b. Vancouver.

Storage eggs are pretty well cleaned up in the east. Some dealers say they are sold up. A car of storage eggs is reported rolling from the Prairie provinces to Toronto. It is interesting to note that the shipments of storage eggs from the prairie provinces to Toronto, Montreal and Quebec City during December were 15 cars, and for January, 24 cars. A good many of these cars were shipped on consignment and had to be sold for what they would bring. It is difficult to understand why the owners of these eggs held so long. The market would have absorbed them during November at much better prices. Dealers are now considering seriously the question of prices for storing this season. The general feeling is that it will be courting disaster to put away eggs at last year's prices.

United States egg markets are very unsettled, and the general tendency has been to lower levels.

Receipts of live and fresh dressed poultry were much lighter last week but were ample to meet the demand. Arrivals consisted chiefly of chickens. Very few hens are being marketed. Apparently more producers are now cleaned up, and farmers will not part with anything that is laying. The chickens arriving are

coarse and staggy. The only class of storage poultry moving at present is broiler sizes. These are being used for hotel and restaurant trade. Western Ontario shippers say they found Buffalo a better market last week than Toronto and Montreal for live birds. One shipper reported he was offered 32c for fat fowl, delivered Buffalo. A shipment of live chickens to Montreal brought 25c, delivered.

United States receipts of fresh-killed poultry have continued heavy for so late in the season. Supply has been larger than the demand, resulting in considerable quantities being placed in the freezers. The demand for frozen poultry is light, and storage stocks have steadily increased. There has been some export demand, but mostly for shipment later in the season. Live poultry receipts are much lighter, and the market is firm and higher.

Latest British cables report increasing supplies of eggs and lower markets. Export season closed.

## ABOUT TENTH MORE.

H. C. Dryden, Harper, Kan., states that he figures the spring lay will be somewhat heavier than last season's, probably 10 per cent.

# Wanted

## TURKEY Feathers

We make them  
into Dusters

So can pay you TOP  
PRICES. Write us  
what you have to sell.

**DEARBORN DUSTER CO.**

558-552 West Harrison Street  
Chicago

# FEATHERS WANTED

Ship your Feathers  
and Quills to us for  
full market prices  
and prompt returns.



**We Pay  
Highest Market Prices**

**KANSAS CITY  
FEATHER CO.**

**Kansas City, Mo.**

## EGG DAMAGE CLAIMS,

MATERIALLY REDUCED LAST YEAR, AND AMERICAN RAILWAY ASSOCIATION IS URGING ITS EMPLOYEES AND ITS SHIPPERS TO ASSIST IN THE EFFORT TO STILL FURTHER REDUCE THESE LOSSES BY BETTER PACKING AND MORE CAREFUL HANDLING.

The American Railway Association, Freight Claim Division, 431 Dearborn street, Chicago, have sent out freight claim prevention suggestion No. 134, its subject being "Egg Damage." The circular is addressed to superintendents, agricultural, freight claim and claim prevention officers, of which, probably, there is quite a list, and reads in part as follows:

"A possible cut this year of 75 per cent or more in one of the big items of the claim account ought to engage the interest of all concerned. We refer to item 4, eggs, which in 1922 decreased 33 per cent, or approximately \$350,000, under 1921.

"This result can easily be accomplished by analyzing damage reports and claim payments to ascertain what shippers are responsible for avoidable damage due to careless packing and loading, and by placing

the advantages of proper methods before them in such a way as to convince shippers that it is to their own best interests to make their shipments safe for transportation. The essentials are: A tight pack, a tight load. Neglect of either may result in serious breakage.

"Unquestionably, one of the greatest factors in reducing egg breakage is the increasing use of the excelsior pad. This, in conjunction with the improvement made in the crate and in the quality of fillers, and the educational campaign that has been made in the nailing and assembling of boxes, packing, loading and transportation of eggs have produced results of which the trade and railways may well be proud."

"Approximately 3,000 per cent more pads are being used this year than five years ago, when the pad first received prominent recognition, and the number of carload shippers using loose excelsior exclusively as packing material in that short time has decreased from practically 100 per cent to about 25 per cent.

"The explanation is that a great number of shippers have found from experience that the quickest, cleanest, cheapest and safest way to pack eggs is to use new standard cases.

# Let TITE-PACK

Have a chance to  
**PAY YOU**  
**\$6 to \$14**

**per car of eggs shipped**

Passed by

Consolidated Freight Classification Committee  
Shippers  
Mercantile Exchanges

**DON'T BUY FILLERS** until you  
write and let us tell you about it.

## TITE-PACK FILLER CO.

728 West Madison Street  
**CHICAGO, ILLINOIS**

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

## The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....



properly assembled and nailed, new honeycomb fillers of standard, guaranteed quality, six 4-ounce excelsior pads per case, one each at top, bottom and between top and second fillers in each side of case. The use of second-hand fillers is prohibited by the classification.

"Also, most important—eggs in carloads must be stowed very tightly to prevent shifting. Inspections of thousands of cars at delivery points prove best results are obtained when straw, hay or excelsior are used as buffing instead of wood bracing, except that provision racks, or floor racks, when wedged very tightly, are effective. Buffing should be applied in the compressed condition in which it comes from the bale and not pulled apart. It should be rammed very tight; otherwise, when car is moved, cases are likely to shift with resulting damage.

"Illustrating the difference in the rate of breakage in cases packed with six pads and with loose excelsior, the following figures covering inspections of 513 carloads at one of the large markets in 1922 are given:

"In 403 carloads with six pads to the case 5,667 cases were damaged. This is 3.2 per cent, which was re-

sponsible for claims payable, including charges of \$1,138.42 for labor and material in repacking, amounting to \$2,805.37. This is 2.3 expressed in ratio of amount payable to freight charges on same shipments.

"One hundred ten cars pack with loose excelsior showed damage to 5,753 cases (11.5 per cent) claims payable (including repacking charge of \$1,205.46) of \$2,550.56, the ratio as expressed above being 7.4.

"These figures may be accepted as fairly representative of general conditions because they include shipments from all egg-producing territories except the Pacific coast. They show that when eggs are packed with loose excelsior instead of 6 pads per case:

"(a) 259 per cent more cases are damaged in transit;

"(b) The average claim payable is more than three times as large, in the case of these 513 cars being \$23.18 per car compared with \$6.96 on cars packed with six pads per case.

"An analysis of egg claim payments by a large road for the year ended June 30, 1922, shows:

"Average payment per car, \$6.54, compared with \$9.78 in 1921. Three

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Caddlers, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS

# EGG CASES

**"Only One Kind—The Best"**

COTTONWOOD STOCK, manufactured strictly  
under railroad standard requirements.

---

35 YEARS' EXPERIENCE in serving the egg case  
trade of the entire country has estab-  
lished the symbol

**"A-T-Co."**

as a Standard for QUALITY in Egg Cases

---

**Quality goods should be shipped in Quality Cases**

---

**"A Request will bring a Quotation"**

Ample Trunk Line Facilities—Prompt Shipments

**ANDERSON-TULLY COMPANY**  
**Memphis, Tenn.**

J. G. Cherry Co.—Cedar Rapids, Iowa—Peoria, Ill.  
St. Paul, Minn.

—SALES REPRESENTATIVES—

claims totaling \$55.80 on 112 cars from one shipper. No claims from another shipper who forwarded 17 cars; claims averaging 22c per car on 13 cars from a second shipper; a third firm shipped 46 cars costing \$6.00 per car in claims, while a fourth had a 22c average on 29 cars. At the same station Shipper A was paid an average of 83c a car on 46 cars, while Shipper B averaged \$8.64 a car on 28 cars.

"As the storage season is now on, if the usual run of heavy damage claims plus costly re-handling charges is to be kept down as low as possible, all interested will have to redouble efforts to discover in what yards and by what crews cars are being roughly handled, put a stop to it and take all possible measures to secure good packing and good loading.

"Another point, as spring approaches there will be many instances of damage to eggs by water overflowing from drip pans, due to failure to remove straw, dirt, etc. from drip pans, and material with which drain pipes have been plugged during cold weather, when cars first move under refrigeration. Attention to this feature by car inspectors and at icing points, and the use of floor racks whenever available are preventive measures. Local agents should cooperate with shippers to the fullest extent in preventing such damage.

"It is suggested that a prevention circular on this subject be mailed to all carload egg shippers on each line as listed by the traffic department and with checks in payment of damage claims; that commission houses and receivers be requested to circularize shippers who are not following proper methods; that each local agent in egg-shipping territory be circularized and that traveling inspectors go over the matter with as many shippers as possible, especially during the next few months while the egg traffic is heaviest. Prevention talks at meetings of egg shippers are most beneficial."

### TO BUY POULTRY, TOO.

The Courtland Creamery Company, Courtland, Minn., has closed its first year in the handling of eggs in connection with its creamery business. During the year there were marketed for the patrons about three cars of eggs. This next year they contemplate also buying and shipping poultry. This creamery has 125 patrons.

### MISSOURI ANNOUNCEMENT.

Reduced railroad rates have been secured for the Missouri Egg and Poultry Shippers Association convention, March 4th, 5th and 6th. The rate will be a fare and one-half rate round trip, on the certificate plan, the same as was used for the last two national meetings and the previous two Missouri meetings. However, you must not fail to get your certificate when you buy your going ticket and you must also have it validated at the secretary's office at the convention.

The entertainment program is well nigh completed and provides for a taxicab ride for the ladies, terminating at the new Hotel Chase for luncheon and souvenirs. In the evening, a theatre party for the ladies and gentlemen together at the Orpheum Theatre, and after the show a dance and buffet supper in the grand ball room at the Hotel Statler. The committee has a little surprise up its sleeve to be injected about this time of the evening, but they won't even tell the secretary what it is.

The next day the ladies will go shopping and to some moving picture theatre in the afternoon.

"The great feature, as I see it," says Secretary H. H. Bergmann, "is going to be our experimental attempt to keep the convention right up on the 16th floor, and to that end we are straining our nerves of inspiration to make the environment up there as attractive as possible."

### BUYER SLAIN.

Albert Giradi, 29 years old, living in Omaha, who has been buying eggs and butter in Iowa, was found slain in his automobile near Red Oak, Iowa, the last week in January. It appeared that he had been killed by a blow over the head with a club. His wife said that he had approximately \$300 in his possession when he left the day before. The automobile was on fire at the time the dead man's body was discovered in it. The fire was put out at the time, but later in the evening it reignited and destroyed the automobile.

### LARGE PACKERS.

"We do not handle eggs," the Faltis Poultry Market, Detroit, Mich. advise, "only poultry. We pack as many as a million pounds during the packing season, which we use ourselves."





# Egg Case Fillers

**Egg Cases and Supplies**

**5** **Reasons Why**  
**The Indiana Board**  
**and Filler Co.**  
**Can Serve You BEST!**  
**VINCENNES, Indiana**  
**MEMPHIS, Tennessee**  
**URBANA, Ohio**  
**DECATUR, Indiana**  
**EVANSVILLE, Indiana**

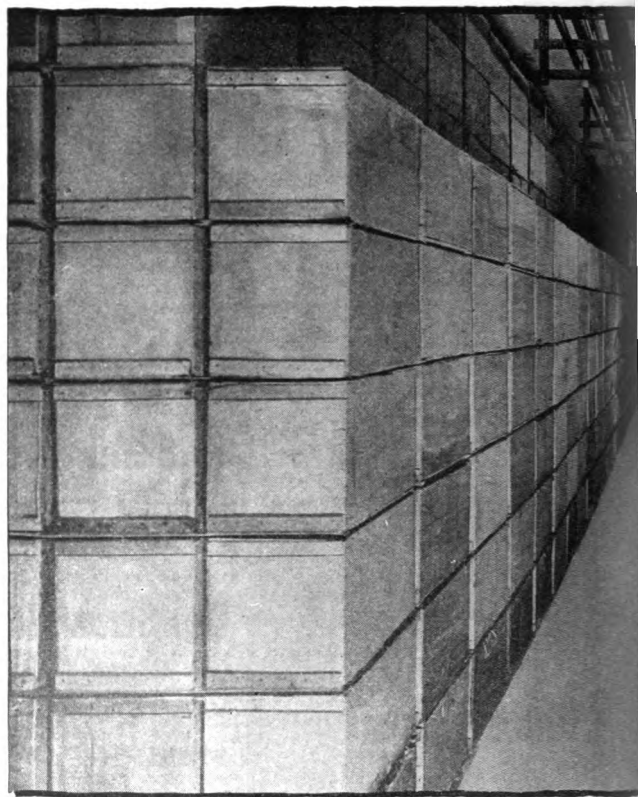
**You Are Near One of Our Plants**

**BEST QUALITY**

**Quick Service**

**Low Freight Rates**

# Where Qu



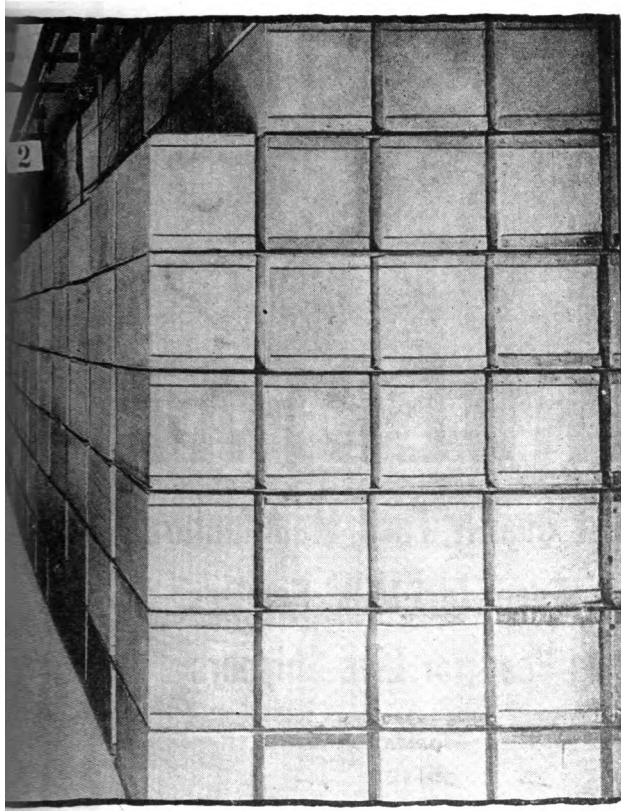
View showing eggs in storage, pack

—and it a

# CHICAGO MILL AN

# CHICAGO

# ity Counts



cago Mill" Monogram Egg Cases

**ys does.**

**UMBER COMPANY**  
**.ILINOIS**



# WONDERFAT

**The Highest Quality Feed Manufactured**  
**Station Feed for Milk Feeders**  
**Shipping Feed for Live Shippers**

FOR FURTHER INFORMATION WRITE

**V. R. COMBS**

Produce Exchange Building  
 KANSAS CITY, MISSOURI

**Sales Manager**

## WONDERFAT POULTRY FEED DEPARTMENT

**ARCADY FARMS MILLING CO., Chicago, Ill.**

**CLOVERLEAF MILLING CO., Buffalo, N. Y.**

**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**

**TRIANGLE MILLING CO., North Kansas City, Mo.**

## BEG YOUR PARDON.

## TURNING TO COWS AND HENS.

In the January 20th issue of THE EGG REPORTER inadvertently the wrong list of directors—and some of the officers—of the Missouri Egg and Poultry Shippers' Association was given. H. H. Bergmann is secretary and his headquarters are 833 North Third street, St. Louis, Mo. The other officers are as follows: W. G. Schlueter, president, St. Louis, Mo.; C. J. Aus, vice-president, St. Louis, Mo.; George H. Broeder, treasurer, St. Louis, Mo. The directors are L. J. Schulte, St. Louis; Joseph Strauss, Kansas City; Arthur C. Reed, Bolivar; J. N. Norris, St. Joseph; A. J. Blattner, Wellsville, and L. C. Henderson, Monroe City, Mo.

The Jackson Produce Company, Hinton, Okla., write that they have always had a very good produce trade at their point, but within the last year more interest has been shown in the poultry and dairy line, owing to the fact that grain is cheap and people find they cannot make a living by grain farming. The farmers, therefore, are going into the poultry and dairy business, which brings them in a neat income every day. "We do not ship in carload lots," they say. "Our weekly egg receipts are 15 cases more than they were for this time last year—now being 75 cases. It is our opinion that the production this spring will be 20 per cent more than last spring's."

## EXPECTS MORE.

G. W. Smotherman, Christiana, Tenn., writes that in his territory there is now a tendency to go into the commercial egg business. He expects to have 300 cases of eggs for shipment during March. His weekly egg receipts are 15 cases. There will be an increase of 15 per cent in the spring lay, he believes, as compared with that of last year's.

## AVERAGE LAY LIKELY.

One hundred cases of eggs per week are being received by the Long Produce Company, Medford, Okla., which is about the same as they were getting at this time last year. They look for the spring egg lay to be an average one. Beginning with the month of March they will ship in carload lots.

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Manover National Bank of New York, or your own Banker**

## MERGED.

## EXPECT TENTH MORE.

Concerning the recent merger of the Davis-Watkins' Dairymen's Manufacturing Company and the Creamery Package Manufacturing Company, W. C. Davis, president; and C. C. Commons, secretary of the former company, say:

"At a stockholders' meeting January 31, 1923, an agreement has been entered into with the Creamery Package Manufacturing Company, Chicago, Ill., whereby our interests are merged with theirs as of March 1, 1923.

"The Davis-Watkins Dairymen's Manufacturing Company, in corporate form, will be dissolved as soon as convenient after the physical properties have been delivered to the purchasers.

"The officials of the Creamery Package Manufacturing Company have not yet definitely determined their plans, but as a general proposition business will go on just as at present. This merger means more than appears in this brief announcement, in that a bigger and better company with greatly increased business and capital will result, with correspondingly increased facilities and broader lines.

"In the meantime, until the actual transfer of the property, the Davis-Watkins Dairymen's Manufacturing Company continues in business, and we will appreciate the continued business of our customers as has been so fully given us in the past.

"The management desires also to thank each and every one of you for the patronage of this company, and bespeaks the same for the merged companies."

Jack Spratt could eat no fat,  
His wife could eat no lean;  
And so they bought a dozen eggs  
And licked the platter clean!!

The A. F. Kolb Company, Cincinnati, Ohio, state that farmers in their section are displaying a marked interest in poultry raising. Some time during the middle of March they will commence to ship eggs in carlots. They figure their shipments will run from two to three cars weekly. Just now they are getting one car of eggs per week. The spring egg lay, according to their estimate, will be 10 per cent heavier than last year's. "We grade our eggs to the kind and quality a buyer requests," they say. "As to storage-packed eggs, we will pack nothing but the very best grades. We only scald-dress poultry on orders and will give a buyer what his order calls for."

## Wayne & Low, Inc.

Commission Merchants  
**EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.

159 W. So. Water St., CHICAGO

## Bickel & Miller

PHILADELPHIA EGG HOUSE  
322 So. Front St., PHILADELPHIA, PA  
**EGGS, BUTTER  
AND POULTRY**

LARGE OR SMALL SHIPMENTS

# S. S. LONG & BRO., INC.

WHOLESALE DEALERS IN  
**BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments

# No Longer an Experiment



**Improved Excelsior Egg Case Pads** have now become as staple an article in egg packing as a set of New Standard Honeycomb Fillers, or New Standard Cases.

The Railroad and Express Companies are now advocating a general use of the Pads, as the results of the past season prove that, when Pads are properly used, **SIX TO THE CASE**, as shown in cut, breakage can be reduced to a minimum heretofore thought impossible.

Be sure Pads you buy are of Standard Construction, each Pad bearing the name and address of the Manufacturer.

## **EXCELSIOR WRAPPER CO.**

### **MANUFACTURERS**

**Grand Rapids, Mich.**  
**Sheboygan, Wis.**

**Chicago Office**  
**224 West Kinzie St.**

## MITCHELL WITH ARMOUR.

C. H. Mitchell, who has been the head of the field department of Wonderfat feeds, headquarters of which are in the Produce Exchange Building, Kansas City, Mo., has left this company to go with Armour & Company as general superintendent of their branch produce houses. In speaking of Mr. Mitchell's departure, V. R. Combs, sales manager of Wonderfat Poultry Feed Department, says: "We are extremely sorry to lose Mr. Mitchell, as he is undoubtedly one of the most capable men from an operating standpoint in the poultry business."

## ORGANIZE NEW FIRM.

It is reported that Harold L. Brown, who is to retire from the firm of Cromer & Brown, Inc., March 1st is organizing a new concern and has taken over the lease of F. M. Coughlan & Son on the property at 172 Duane street, New York City. Coughlan & Son are to retire. Louis Coughlan, it is said, will be connected with the new Brown firm, in the egg department, and W. S. Morrison, who has been doing a brokerage business in Pittsburgh and was formerly with Armour & Co., will be with the butter department.

## LOOK LIKE FOURTH MORE.

"Our eggs are packed under the trade-mark of 'Peter Rabbitt,'" write the Peter Company, Cameron, Texas. Farmers are showing an increased interest in poultry raising in this territory. Within the next few weeks we will commence to ship in carload lots, and during the month of March we estimate that we will ship around three to five cars of eggs. Our weekly receipts are running from 35 to 50 cases. We predict that the spring lay will be a fourth more than last year's."

## SHIPPING CARLOTS.

H. F. Wehmeyer, Brenham, Texas, writes that he is now shipping eggs in carload lots and anticipates that his shipments in March will run from 10 to 15 carlots. There is an apparent increase in interest in poultry raising on the part of farmers in his section. His egg receipts are running around 400 cases per week, which corresponds with what they were getting at this time last year. He looks for an increase of 10 per cent in the spring egg lay.

## EXPECT HEAVY LAY.

The Garlock-Williams Company, Inc., Detroit, Mich.: "From all indications poultry raising is increasing year by year in the state of Michigan. The lay of eggs has also increased greatly the past three years. We believe this year will be the largest on record. Views on the storing of eggs for the coming year vary, as a number of people are discouraged, owing to last year's losses, and, therefore, hesitate about storing eggs again. We are getting 150 cases of eggs each week. At this time last year our receipts were running from 75 to 80 cases. We will ship in carload lots about April 10th or 15th."

## EXPECT FIFTH MORE.

Wells, Sawyer & Co., Chillicothe, Mo., look for this spring's lay to be 20 per cent more than last year's. Their weekly egg receipts are running around 50 to 60 cases, this being an increase over what they were getting at this time last year. About the middle of March they will commence to ship in carload lots. They figure their spring shipments will run from three to four cars per month.

## CARLOTS IN MARCH.

J. E. Hoban, Carrollton, Mo., writes that farmers are showing increased interest in poultry raising in his territory. He is getting 200 cases of eggs per week, which is quite an advance over receipts for this time last year. This spring's egg lay, he believes, will be 10 per cent more than that of last season's. Commencing with the month of March, he will ship in carload lots.

## STORE RECEIPTS.

The Kent Storage Company, Grand Rapids, Mich., anticipate a 10 per cent increase in egg production over last year. They look for the market to open at around 20c for current receipts. "We do not ship our eggs in carlots," they say, "but store them. Our receipts are 300 cases per week."

## MAY OPEN NEW PLANT.

It is said that F. M. Stamper, whose headquarters are at Moberly, Mo., and who is president of the F. M. Stamper Company, is negotiating with interested parties for the opening of a large poultry packing plant at Carrollton, Mo.



# **Egg Cases Chicken Coops Poultry Boxes Butter Boxes**

**QUICK  
SHIPMENTS**

**NATIONAL  
BOX COMPANY**

General Offices :  
38th St. and So. Racine Ave.  
CHICAGO, ILL.

Eastern Office :  
712 Liberty Building  
PHILADELPHIA, PA.

**PLANTS AT  
CHICAGO, Ill., and NATCHEZ, Miss.**

## ANTICIPATE INCREASE.

The J. M. Dicus Produce Company, Little Rock, Ark., write: "Carlot buyers of poultry and eggs are requested to get in touch with us. We are ready to contract for March, April and May delivery on eggs." They are getting 500 cases of eggs per week, which is an increase of 200 cases over what they were receiving at this time last year. It is their opinion that there will be 20 per cent more eggs than were produced in their section last year.

## EXPECT FOURTH MORE.

"We anticipate shipping about 1,000 cases of eggs during the month of March," write the Norwood Produce Company, Lincoln, Ark. "It is our belief that the spring egg lay will be heavier than last season's—in fact, 25 per cent more. Weekly egg receipts are 150 cases—50 cases more than for this time last year." Farmer's interest in poultry is increasing.

Old Mother Hubbard went to the ice-box

To find her child something to eat.  
"I'll give her an egg," the wise woman said,  
"For eggs are still better than meat!"

## NEW FEEDING STATION.

"Our weekly egg receipts are 800 cases," write the Paden, Thompson Produce Company, Dodge City, Kan., "Which is 200 cases less than for this time last year. Our estimate is that the spring crop will be 10 per cent in advance of last season's. In March we will ship about 12 cars of eggs. We are erecting a new feeding station and, while small, it will be strictly modern in every way. Probably it will be completed by May 1st."

## FARMERS MORE INTERESTED.

M. E. Stout—who handles seed, feed, produce and cream—Grace-mont, Okla., advises that the poultry business is on the increase, this being due to the fact that farmers are taking more interest in it. It is his belief that the spring egg crop will be from 15 to 25 per cent in advance of last season's. He finds his weekly egg receipts are about the same as they were for this time last year.

The Nolen Produce Company, Inc., Hallettsville, Tex., are adding to their cold storage facilities.

## THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.

**Altamont Manufacturing Co.  
ALTAMONT, ILL.**

**Superior Storage Service**  
**Poultry-Butter-Cheese**

---

**Union Terminal**  
**Cold Storage Co.**

**JERSEY CITY, N. J.**

**TRACK CONNECTIONS WITH ALL RAILROADS**

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**Manhattan Refrigerating Co.**

**NEW YORK CITY**

**ON TRACKS OF NEW YORK CENTRAL R. R.**

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**Kings County Refrigerating Co.**  
**BROOKLYN**

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**Modern Warehouses—Proper Temperatures—Low Insurance—Unequalled Railroad Facilities—Ideal Location for Selling and Distribution—Liberal Advances**

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

## AN IOWA FIRM.

## EXPECT MORE.

The local paper at Maquoketa, Iowa, has this to say about the Hansen Produce Company, in which our old friend, Fred Meinhardt is interested and active:

"The Hansen Produce Company since Nov. 10, 1922, has dressed 64,027 chickens. This would represent 16 carloads of live poultry, shipped at 4,000 head to the car. The live weight of this poultry was 262,743 pounds, or over 131 tons. The daily feed bill through the season was \$35. The dressed product required 4,543 boxes for shipment at a cost of close to \$1,500. The poultry dressers drew down \$3,201.35 for picking, some of the best pickers ranging from \$40 to \$50 per week. The amount of money distributed in this community by this one firm alone runs close to \$60,000 for poultry, dressing, boxes, feed and labor."

## TO BUILD SOON.

Goodwin & Jean, of Obion, Tenn., have purchased a building at that place and will within the next two weeks begin the erection of a modern structure to house their egg and poultry business.

The Harris-Hardman Company, Inc., Greens Fork, Ind.: "Our concern now represents the following old firms: D. W. Harris Company, Greens Fork and Cambridge City; Muncie Produce Company, Muncie; Richmond Produce Company, Richmond; E. R. Jaques Company, Anderson. We pack our poultry and eggs under the trademark "H" surrounded by a diamond. Our weekly receipts are 200 cases, while at this time last year we were getting 400 cases. We estimate that the spring lay will be 10 per cent in advance of last year."

## FIFTEEN CARS IN MARCH.

"We ship eggs in carload lots the year round," advise McHenry & Bryan, Fayetteville, Ark., and expect to ship about 15 cars during the month of March." They figure the spring lay will be 25 per cent more than it was last spring. Farmers are showing an increased interest in poultry raising in their territory. They are now getting about 1,000 cases of eggs per week. Their receipts for this time last year were around 4,000 cases weekly.

# A Real Bargain

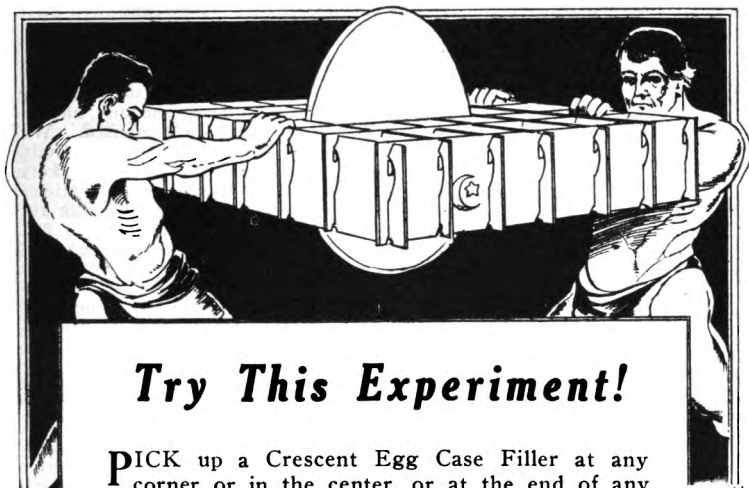
One Eureka Egg Case Opener and one Special Egg Case Hatchet for \$3. You cannot afford to be without these two valuable tools.

BUY THEM AND SEE TO IT THAT YOUR MEN USE THE OPENER. You will be surprised at the great saving in a short time. Send your order today.

Price, \$3 for Both Tools

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

Egg Cases, Fillers, Excelsior Pads, Nails, Coops,  
Barrels, Etc.



## ***Try This Experiment!***

**PICK** up a Crescent Egg Case Filler at any corner or in the center, or at the end of any strip. Shake it severely! Throw it around! Treat it rough! The lock stays locked—you cannot shake it apart. It gives a perfect “cushion” protection to the egg.

This demonstration should convince the most skeptical that the Security Lock, as obtained on Crescent Fillers, is the one perfect lock. Because of its unique design, it gives a permanent lock, without weakening the filler strip by excessive cutting or slotting.

### **Made of Long-Fibred Straw**

We all know that long-fibred wool, or long-fibred cotton makes the strongest clothing material. The same principle applies to egg case fillers.

Crescent Fillers are made at Coffeyville, Kansas, one of the few places in the country where long-fibred wheat straw will grow. As a result, Crescent Egg Case Fillers are stronger than ordinary fillers, and this means better protection for your eggs.

Send for free sample and see for yourself. Address

## **The Creamery Package Mfg. Company**

61-67 W. Kinzie St. Chicago	406-8 Sycamore St. Waterloo, Iowa	113-15-17 S. Tenth Omaha, Neb.
1408-10 W. 12th St. Kansas City, Mo.		

The Wabash Railway Company announce that the Kansas City delegation have made arrangements with them for transportation from Kansas City to St. Louis for the state convention to be held in St. Louis March 5th and 6th.

Passengers will leave Kansas City on Wabash Train No. 2 at 10 a. m., Sunday, March 4th, in special Pullman and Observation cars, arriving in St. Louis at 6 p. m. same date. The crowd will also be given special service in the dining car, and all members that can possibly do so are asked to come into Kansas City and join the party.

The one-way rate from Kansas City to St. Louis is \$10.04 and the round trip is \$15.06, provided you secure a certificate from your ticket agent when buying your ticket. The parlor car seat rate is \$1.50. Make your seat reservation with Ralph Hurst, 115 East 4th street, Kansas City, Mo.

If you find it impossible to join them on the day trip, the Kansas City delegation recommend the Wabash Kansas City-St. Louis night train leaving Kansas City at 10:30 p. m., and arriving in St. Louis the next morning at 7. The pullman lower berth rate on this train is \$3.75.

#### SATISFACTORY.

G. W. Wehrman, Brenham, Texas, writes that the egg market in his territory is fairly good. He buys from farmers to supply the local demand. However, he figures that there are more eggs this year than last. He adds: "Chickens are scarce at this time, especially frying size, but hens are coming in about as usual for this period of the year."

The Robbins Produce Company, Piggott, Ark., write: "We have taken over the produce business of Walker & Robbins Produce Company, having bought Mr. Walker's interest. We dress poultry and ship quite heavily the year around, using such markets as Memphis, Chicago, Detroit, Mich., and Pittsburgh. Our weekly egg receipts are running from 150 to 200 cases, which is slightly more than we were getting at this time last year. We anticipate no change in the spring egg lay, as compared with last year's. During the month of March we expect to ship around 600 to 700 cases of eggs.

#### WHO PACKS THIS BRAND?

A reader of THE EGG REPORTER, a larger importer, located across the water, in England, is trying to find out who the packers of the "C. F." brand of eggs, put up in the United States, are. The two letters are a monogram design enclosed in a circle.

Any reader of THE EGG REPORTER who has this information will confer a favor upon us and our subscriber by letting us know the name of the packer.

#### RECORD ON POULTRY.

The Litchfield Produce Company, Litchfield, Minn., found, as with many poultry dressers, that the season extended considerably beyond that of the usual year. They have discontinued poultry dressing for the season and had a record-breaker as to receipts.

I only kissed her on the cheek.  
It seemed a simple frolic.  
But I was in bed a week.  
They called it painter's colic.

**When You Want the Coin—Ship to Coyne**

Established 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**FRESH EGGS WANTED**

**LIVE AND DRESSED POULTRY**

Net Capital Exceeds \$200,000.00

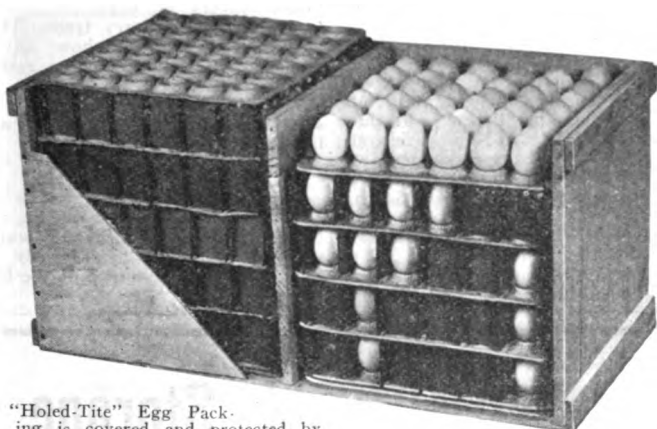
Telephone Main—2834

119 W. Southwater St.

**CHICAGO**

**EGGS PACKED IN "HOLED-TITE" FLATS  
ARE BROKEN ONLY BY THE COOK!**

## **"HOLED-TITE" Egg Packing**



"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling.

The "Holed-Tite" Flat takes place of Excelsior Pads and ordinary Flats, and is used with standard honeycomb filler.

Made of elastic moulded pulp—**absolutely prevents checking in packing and breakage in transportation.**

The projecting rings on flat lock filler—so it cannot shift—prevent bending and breaking of filler ends.

Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing.

Saves long-deferred damage claims.

Send for sample Flat and descriptive circular.

**"HOLED-TITE" EGG PACKING CORPORATION**

**New York Mercantile Exchange, New York City**

TO MARKET COOPERATIVELY. AVERAGE LAY EXPECTED.

Report is to the effect that 40 Martin County, Minn. merchants have formed an association to co-operatively ship eggs bought by them or taken by them in trade from farmers, this to be done through a central organization located in Fairmont. It is said that each merchant has put up cash to capitalize the company and that arrangements have been made with E. B. Nelson, proprietor of the Fairmont Ice Cream Company, to handle the eggs. It is also currently reported that poultry, veal and other farm products may also be handled if the movement works out satisfactorily.

#### CARLOADS SINCE JANUARY.

"'F.P.Co.' is the trade-mark under which we pack our eggs and poultry," advise the Frizzell Produce Company, Halstead, Kan. We commenced to ship eggs in carlots January 17th, and estimate that we will have 12 cars for shipment in March." Their weekly egg receipts are 1,200 cases, which is about one-half more than for this time last year. They look for 10 per cent more eggs than they had last spring.

"We are shipping from four to 10 cars of live poultry per week," advise G. P. Foster & Co., Denison, Tex., who operate 12 branches. The trade-mark for their poultry is the letter "F" enclosed in a circle. They expect to ship from 30 to 40 cars of eggs during March. Just now they are getting 1,000 cases per week. The spring lay will be an average one, they believe.

#### ABOUT USUAL CROP.

The Globe Mercantile Company, Greenway, Ark., write that they are heavy buyers of eggs in a local way from the country trade. Their weekly egg receipts show an increase over what they were getting at this time last year. They do not look for any material change in the size of the egg crop, compared with last year's.

#### FEW EGGS.

"This is not an egg-producing center," writes H. C. Barger, Edwardsville, Kan., "and I scarcely get enough eggs to take care of the local trade."

## Industrial Cold Storage & Warehouse Co. Philadelphia, Penna.

Located on Philadelphia and Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## Butter, Cheese, Eggs and Poultry

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.



**When in the Market for  
Strictly High-Grade**

**COTTONWOOD**

---

**COLD STORAGE**

---

**EGG CASES**

---

**Tupelo or Gum Cases**

**Write or Wire Us for Prices.**

**Prompt Shipment. Our  
Own Manufacture**

---

**Peterson-Miller Box Co.**

**CAIRO - ILLINOIS**

**"CAIRO MADE" Egg Cases Are Better**

## MISSOURI EGGS.

"In 1909 Missouri was first in egg production, producing 110,952,929 dozens, for which she received \$33,918,127," according to the bulletin of the Missouri State Board of Agriculture. "In the same year, 1909, Illinois produced 99,118,224 dozens, for which she received \$34,344,482. In other words, Illinois produced 11,834,705 less dozens than did Missouri but received \$426,355 more than did Missouri. Illinois received in 1909, per dozen, 34.3c; Missouri received 30.5c per dozen; Iowa also received 30.5c per dozen in 1909.

"In 1919 Missouri was second in production, with 117,203,569 dozens—Iowa ranking first in production, with 120,697,319 dozens. But in value of eggs produced Missouri fell to third place, ranking beneath both Iowa and Illinois. In 1919 Iowa received 58.1c per dozen; Illinois, 63c per dozen; Missouri, 56.5c per dozen.

"Make Missouri Eggs Better—It Pays.' The above figures, in consideration of other facts, show that the quality of Missouri eggs is below the quality of Iowa and Illinois eggs. Continuation of the egg standardization work started by the Missouri State Marketing Bureau should in a few years result in such improvement in the quality of our eggs as to cause our producers to receive as much per dozen as egg producers in Iowa and Illinois."

## CHANGE IN ADDRESS.

The National Cold Storage Company, Inc., announce the removal of their headquarters to 19 Hudson Street, Corner of Reade Street, New York City. They located at the new address January 27th.

## HOLMES WITH LINN.

The Holland Butter Company (George R. Linn, president) located at 121-123 West Austin Avenue, Chicago, announce that W. H. Holmes is now associated with them as manager of their wholesale and shipping department. Mr. Holmes was with the old Fox River Butter Company for a good many years and is a butter judge of recognized merit. This concern puts out "Holland" brand butter, a whole milk creamery product, and "Holland" eggs. They also handle the butter and egg products of the Pioneer Creamery Company, this company having factories at Galesburg, Champaign and Quincy, Ill., and Davenport, Iowa, its centralized creamery butter being put up under the brand of "Corn Belt."

## TO HANDLE EGGS.

The Diagonal (Iowa) Produce Company write: "We have never packed any eggs, although we expect to do so in the near future. Swift & Co. are the only people here who contemplate packing for storage. Our weekly egg receipts show a decided increase over what we were getting at this time last year, running from 10 to 200 cases. Commencing with March, we figure we will have for shipment from two to six carloads."

## LEVI LADD DEAD.

Levi Ladd of Traer, Iowa, a pioneer business man of that town, died recently. Readers of this publication will, doubtless, recall him, as he was an egg and poultry dealer there for a good many years—in fact, he operated a produce business either alone or with his son—for about 40 years.

WE GIVE SERVICE THAT BRINGS RESULTS

**COLD STORAGE**

ALL MODERN FACILITIES

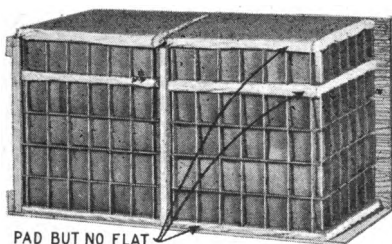
**Special Egg Rooms**

Liberal Advances. Track connections with all railroads, and storage-in-transit privileges east and south for Cuba and Mexico trade.

**TULSA COLD STORAGE COMPANY**  
Tulsa, Okla. W. D. Voelker, Vice Pres. and Genl. Mgr.

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



PAD BUT NO FLAT

**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

## **H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

## INDIANA ANNOUNCEMENT.

## ATLANTA BRANCH.

William Locks, secretary of the Indiana Egg and Poultry Association, 123 North New Jersey street, Indianapolis, Ind., advises that arrangements have been made with the Big Four route for special sleepers from Indianapolis to Decatur, Ill., on account of the Illinois convention to be held at Decatur March 1st and 2d. On Wednesday, February 28th, sleepers will be open for occupancy at 10 p. m. The train will leave Indianapolis on February 1st at 12:45 a. m. and arrive at Mattoon, Ill., at 4:09 a. m. Departure from Mattoon will be at 7:05 a. m. over the Illinois Central Railroad and arrival at Decatur at 8:30 a. m.

The one-way fare from Indianapolis to Decatur is \$5.51; lower berth, \$3.25; upper berth, \$2.60; drawing room, \$11.50.

Requests for sleeping car reservations should be made of William Locks, the secretary, who has also arranged to have an agent of the railroad company at the Indiana convention at the Claypool Hotel, February 27th and 28th, to furnish both tickets and sleeping car accommodations.

## NOT MUCH CHANGE.

The Marshalltown (Iowa) Produce Company: "We look for about the same egg production as last year, or slightly heavier, but no material change. On account of lower prices farmers will, perhaps, not produce as much poultry as they did last year. However, the price of eggs the coming season will govern this to some extent. We will commence shipping in carload lots some time during the month of March. Our weekly egg receipts are 75 cases, while at this time last year they were 135 cases."

The dairy industry has, grown remarkably in the south during the last few years, and, in order that they can better serve their customers in that section, The Creamery Package Manufacturing Company have opened a well equipped branch office and warehouse at 58-68 Nelson street, Atlanta, Ga.

This office will be managed by A. E. Greenwood, who has been connected with the Creamery Package for a number of years, and who is an experienced dairy, ice cream plant and refrigeration engineer. He will be assisted by a staff of experienced traveling representatives.

A complete line of dairy equipment and supplies will be carried in stock at the above address. Except on the heaviest equipment or items not ordinarily carried in stock, the aim of the new office will be to make shipment within 24 hours of receipt of the order.

## EXPECT AN INCREASE.

Rothberg Brothers, Inc., Greencastle, Ind., are getting 200 cases of eggs per week, which is 25 cases more than for this time last year. They estimate that the increase in the spring lay will be about 15 per cent. They will ship eggs in carlots around March 1st and expect to ship five cars during that month. Their poultry is shipped under the trade name "Fancy, Heavy Indiana Fowls."

## TO RAISE POULTRY, TOO.

J. S. Walker & Sons, of Alice, Tex., not only handle poultry and eggs in a shipping way at that point, but have recently gone pretty heavily into the poultry farming business, also.

**ADAMS, CHAPMAN CO.**

37 North Market St.—37 Clinton St.

BOSTON, MASS.

Established 1867

**Our best ad is—SATISFIED SHIPPERS**

We solicit your consignments of

**POULTRY AND EGGS**

Carlots or less

**STORE IN THE HEART OF THE WEST**

---

# **Egg Storage**

**The Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

offers you excellent storage facilities for your eggs.

In hunting cold storage space for eggs, modern  
equipment, low insurance, convenient  
location, responsibility, experienced  
management and courteous  
attention count.

**WE MAKE LIBERAL ADVANCES**

**An excellent location for reshipping to the  
North, East, West or South**

**Wire or write us your needs.**

**Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

---

**STORE IN THE HEART OF THE WEST**

## NEW OWNER.

The New Sharon (Iowa) Produce Company has changed hands. Fitz Richmond, who has been operating it about three years, sold his interest to J. H. Phipps of Oskaloosa.

Mr. Phipps was born at What Cheer, received his education at Des Moines and for the past three years has been in the employ of H. S. Rhynsburger in the produce business at Oskaloosa. He is, therefore, no novice at the business. He has a wife and one child.

That's what the local paper said about Phipps—and that ought to be a pretty good introduction to the local community.

## EXPECTS MORE.

"I pack my eggs under the trademark 'H.C.S.,'" writes Homer C. Smith, Centerburg, Ohio. "Within the next 30 days I will commence shipping in carlots. My weekly egg receipts are 100 cases, while at this time last year I was getting 150 cases. The spring lay will be larger than last year's, I believe—about 10 per cent."

## EXPECT TENTH MORE.

Five to eight cases of eggs are the weekly receipts reported by C. Borden, Elnora, Ind. Last year at this time he was getting 12 cases. It is his belief that the spring lay will be heavier than last spring's, possibly 10 per cent. He says there is evidence of increased interest in poultry raising on the part of farmers in his territory.

## ADDING FACILITIES.

The Boettcher Company at Weimar, Texas, are adding two additional cold storage rooms to their plant and also providing duplicate refrigerating machinery. The manager and owner, Oscar Boettcher, was formerly president of the Texas Butter, Egg & Poultry Association and is now secretary of that organization.

## AS USUAL.

Herzik Brothers, who are in the general merchandise business at Engle, Texas, find egg receipts about the same as they were at this time last year, which is 50 cases per week. They look for about the same-sized egg lay as they had last spring.

## MORE STORAGE.

Stahl Brothers, poultry and egg dealers at Gonzales, Texas, are increasing their cold storage facilities so that shortly they will have a capacity of 20 carloads. It is said the new plant will be patterned somewhat after that owned by the Cuero Packing Company at Cuero, Texas.

## THREE CARS IN MARCH.

S. A. Ward reports that his weekly egg receipts are about the same as for this time last year—100 cases. He does not look for any material change in the size of the egg crop, compared with last season's. He will ship around three carloads in March.

## PLENTY POULTRY.

"This territory is full of poultry," write Roper & Son, Elm Springs, Ark., "and unless moved at once there will be a decided gain in the quantity of eggs this spring." Twenty-five to 30 cases of eggs are their weekly receipts.

## INCREASED.

Four hundred cases of eggs are the weekly receipts of A. D. Taylor, Exeter, Mo., which is 100 cases more than he was getting at this time last year. He is now shipping in carlots and will ship six cars in March. His opinion is that the spring lay will be a usual one.

## TRADE MARKED PRODUCTS.

Around March 15th the Anamosa (Iowa) Produce Company will ship eggs in carlots. They look for the spring production to be 10 per cent more than last season's. "Our trademark for our eggs is 'Indian' and for our poultry 'Anamosa Milk-Fed Poultry.'"

## EXPECT MORE.

B. W. Wernet, Dresden, Kan., is of the opinion that there will be 10 to 12 per cent more eggs produced in his section this year than was the case last year. His egg receipts average from 50 to 60 cases per week.

E. O. Rhodes, East Prairie, Mo., wants to make arrangements with some poultry and egg house to operate a poultry pick-up car in his territory.

**UNEQUALLED FACILITIES FOR  
THE STORAGE OF**

# **POULTRY**

## **Merchants Refrigerating Company**

**Main Office: 161 Chambers St., New York, N. Y.**

### **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

### **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

**President  
Frank A. Horne**

**Sec'y-Treas.  
Harry C. Lewis**

**Vice-President  
Alex Moir**

**Ass't Sec'y  
Frank L. Hawley**

## FOURTH MORE LIKELY.

"We expect about a 25 per cent increase in the size of the egg lay as compared with last spring's," write G. C. Simmons & Co., Flatonia, Tex. Our egg receipts are averaging around 400 cases per week, which is somewhat more than for this time last year. We are now shipping in carlots and estimate that we will ship from six to seven cars in March. Farmers are manifesting an increased interest in poultry raising in this territory."

## TENTH MORE PREDICTED.

Nic Sprinker, Ellinwood, Kan., says: "There are no carload egg shippers in our city, and we sell most of our eggs to Paden & Thompson, Lyons, Kan., or to Grovier Star Produce Company, Great Bend, Kan. I figure that there will be an increase of 10 per cent in the spring lay."

## CARS ROLLING SOON.

The Lawton Poultry & Egg Company, Lawton, Okla., are now shipping eggs in carload lots, and they expect to ship 12 cars in March. They look for a slight increase in the spring egg lay—about 10 per cent. Their weekly egg receipts are 400 cases. At this time last year they were getting 300 cases.

## CARLOTS NOW.

The Liberal (Kan.) Produce Company write that they are shipping eggs in carlots now. They expect to ship three cars in March. "This year," they say, "farmers are showing increased interest in poultry raising."

## LESS THAN USUAL.

The Schiller Butter, Egg Company, Detroit, Mich., who are wholesalers, write: "At this time last year we were receiving from Michigan and Ohio shippers 600 cases of eggs per week. So far our receipts for this year have been small."

## EXPECT INCREASE.

The Bigelow-Foster Mercantile Company, Gardner, Kan., look for the spring egg lay to show an increase of 20 per cent over last season's. Huxters from Kansas City visit every farm and store in their section two to three times a week.

## TAKE OVER SWIFT'S BRANCH.

Wescott & Winks announce that they have absorbed the business of Swift & Co. at Kenyon, Minn., which business has been merged with the Kenyon Egg & Poultry Company. Possession has been taken of the Swift & Co. property, and the business will be handled from that location hereafter, except that an up-town store for local egg collections will also be operated. The property has a cooling capacity of about five cars with good handling facilities, including trackage.

## CANADIAN CREAMERIES.

In 1922 three new creameries were opened in Saskatchewan, Can. This makes a total of 58 plants operated in Canada. From January 1st to the end of September, 1922, nine months, these 58 plants made 7,578,719 pounds of butter. This is more than half a million pounds in excess of the total output of the province for the full 12 months of 1921.

## OPEN NEW YORK HOUSE.

S. Philip Leiber & Co. announce the opening of an office at 105 Hudson street, New York City, for the handling of a brokerage business in poultry, eggs and butter. Their announcement concludes with: "We shall endeavor to improve marketing service for the shipper and try to shorten the spread from producer to consumer."

## LOOK FOR FIFTH MORE.

A. C. Heins, Corder, Mo., advises that he is now shipping eggs in carload lots. His weekly egg receipts are from 30 to 40 cases, which is about the same as for this time last year. He anticipates that the spring lay will show an increase of 20 per cent over that of last year's.

## ABOUT THE SAME.

The Reif Dry Goods Company, Early, Iowa, find egg receipts running about the same as for this time last year and do not anticipate any increase in the crop.

## NORMAL.

The Farmers Union Store, Russellville, Ark., handle only enough eggs to supply their local trade. They estimate that the spring lay will be normal.



# **FEATHERS**

**—and—**

# **QUILLS**

**We are cash buyers  
of all grades of  
feathers and quills.**

**Ship your stock to us  
and we will pay you  
full value.**

**The P. R. Mitchell Co.**

**Brighton Station**

**CINCINNATI, OHIO**

---

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER


*Waterloo, Iowa*

Vol. XXVIII

MARCH 6, 1923

Number 16

**Do it better for less money!**



Good working  
arrangements

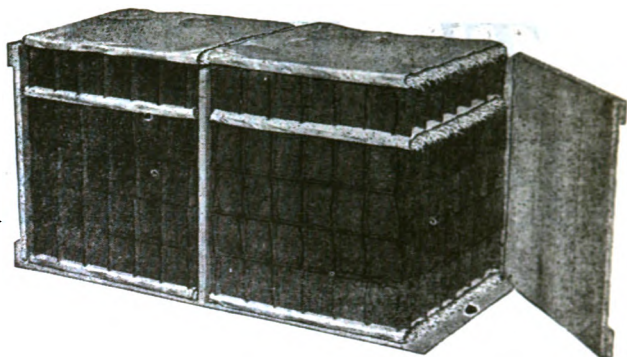
—  
Cool candling rooms

—  
Pre-cooling

Before building or remodeling, write

**Davenport Company**  
**ENGINEERING SERVICE**  
**Davenport, Iowa**

PREPARE FOR SUMMER NOW



## **"Cherry" Hard-Calendered Double-Lock Fillers Reduce Egg Breakage**

Railroads and express companies are "up on their hind feet" demanding greater care on the part of egg shippers in the selection of their fillers and in the method and care in packing.

Instead of meekly paying the claims as they used to, for fear of offending shippers, they now put the shippers on the defensive and refuse to allow claims unless claimant can prove that the consignment was properly packed, as follows:

1. Hard Calendered Fillers of known quality.
2. Six Excelsior Pads to the case, as illustrated.

When you use cheap, pulpy, unbranded Fillers, or in any other way than specified, you are "out of luck," when it comes to trying to collect a claim, unless you can prove that the car itself was damaged.

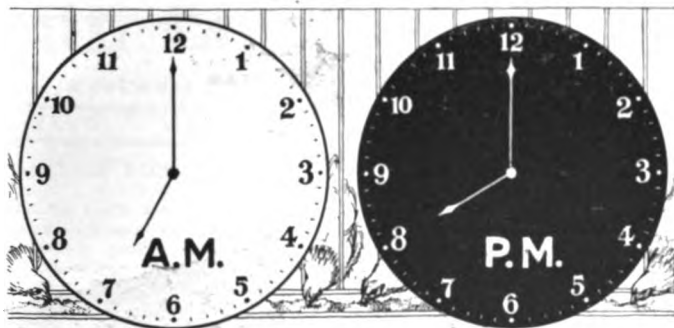
When you use Cherry Hard-Calendered Double Lock Fillers and pack with six standard-gauge pads as specified, you are "sitting pretty."

Because the Cherry brand mark on each Filler demonstrates to the carriers, that you have "gone the limit" to protect yourself and them.

Send for our Book—"Fourteen Rolls and Why"—a liberal education in egg packing.



**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn.    Tampa, Fla.    Peoria, Ill.



## Purina Service Observes No Hours!

On the job whenever you need them! That's the way the Purina Service Men work. Read what an appreciative customer in Iowa says about our Mr. Harker:

"Harker was always on hand at 7 o'clock and earlier, and was always here in the evening until the last man left, always looking after the feeding."

### ***Mr. Harker obtained results***

He increased this man's production and lowered his cost per pound of gain. That is why the customer wrote us this letter of appreciation, closing with the words above.

*Why not have one of the Purina Field Men, former Government experts, train YOUR men? No cost. Write for particulars.*

*Free caps to live car shippers*

### **Purina Mills**

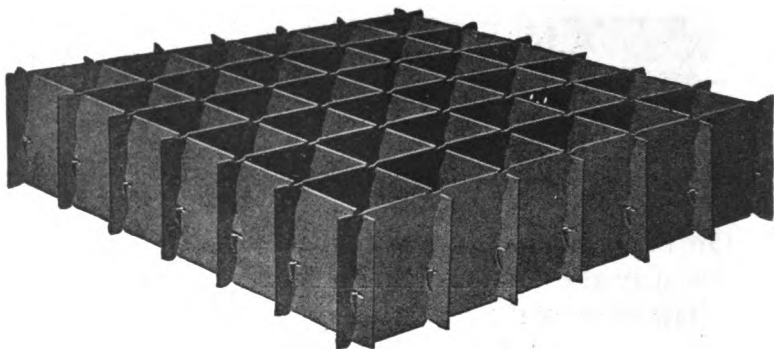
*Makers of Checkerboard Chows*

984 Gratiot St.,  
St. Louis, Mo.

Ft. Worth      Nashville      Buffalo  
Tex.              Tenn.              N. Y.

*Ask about Checker Chops*





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, MARCH 6, 1923

No. 16

## NEW YORK EGGS.

FEBRUARY COLD WAVES DISTURB THE USUAL COURSE OF VALUES, ACUTE SHORTAGE FOLLOWS EXHAUSTION OF RESERVE—LIKELY TO MAKE LATE STORAGE SEASON.

BY F. G. URNER

The egg markets were characterized by healthful conditions during most of the winter season. Favorable weather conditions in December and January led to relatively good supplies of fresh eggs in the latter month, and an unusually large reserve was carried over from 1922. But a very large trade output had been developed during the fall and early winter and the rapid depletion of reserve during January kept the markets freer than usual from radical fluctuations. Had the weather continued reasonably favorable during February there is no doubt that the moderate reserve then remaining would have become exhausted without occasioning any shortage and that prices would have settled gradually toward the spring level. But from February 9th to 20th there was a series of severe cold waves that spread over nearly all of the more important egg producing territory, checking the increase of production that had previously been realized and at once bringing into prominence the danger of a shortage.

During the first half of February the New York market had settled to a range of 35@37c for fresh firsts to extra firsts and country prices, prior to the 9th, had been reduced in anticipation of a further decline. But at that time the severe wintry conditions that set in caused a halt in the downward movement of prices. The statistics of the situation at New York were at that time extremely interesting. Up to February 17th New York's receipts had been making only moderate gains. It had taken four weeks for them to grow from 86,000 cases week ending Jan. 20th to 115,000 cases week ending Feb. 17th and during that period the trade needs had been absorbing from 129,000 cases to 140,000 cases weekly. New York's total stock in the wholesale market had decreased from 158,000 cases Jan. 20th to 44,000 cases Feb. 17th and it will be seen that it was a serious

question whether, in view of the unfavorable weather conditions then prevailing, the supply of fresh eggs could increase fast enough to take care of a trade output which had been reducing so rapidly the storage reserve. The situation led to pretty free buying in the fear of a shortage, under which prices advanced from Feb. 14th to 20th reaching a range of 39@43c for firsts to extra firsts by the latter date.

But for a time the cold waves did not prevent a further gradual increase in supplies. The high prices, being considerably above interior markets, attracted free express shipments and with a change to more favorable production conditions the market fell back during the week ending Feb. 24th to a range of 36@39c for firsts to extra firsts. At that time, however, reserve stock had become practically exhausted and during the week now closing (March 3d) the trade was almost entirely dependent upon the daily arrivals. These proved insufficient to supply all demands, which included a good many calls from out-of-town points, and for the past three days there has been an acute shortage under which prices have advanced sharply to 39@41c for firsts to extra firsts with a possibility of straining even higher prices in some instances. But reservers have felt that the shortage is likely to be relieved in the near future. Eggs are said to be again coming in more freely in the interior, country prices are far below a paucity with the seaboard markets, and we are believed to be approaching a serious but inevitable break which must be realized as soon as supplies again become equal to all urgent needs.

A more serious shortage has been avoided only by the comparative abundance of Pacific coast white eggs. These have at no time been short of the needs of dealers who are in the habit of using them and they were for a time unaffected by the advance in western fresh gathered. For a while it was even easier to sell western mixed colors at the same price as equal grades of Pacific coast whites.

At this writing New York's wholesale market is remarkably clear of eggs and distributing channels are also very lightly supplied. A break is doubtless near at hand but just

how soon it will be realized it is hard to say. The general opinion is expressed by recent offers to sell stock to arrive next week (ending March 10th) at 32@33c for fresh gathered firsts.

New York is in shape for a material expansion of consumption as soon as ample supplies permit and prices fall to a more moderate level. It seems now likely that we cannot expect flush supplies before about mid-March, and that even a moderate increase in trade output will be absorbed closely up to that time. Later in March the whole demand for the Easter and Jewish Passover trade will have to be supplied, so that the prospect for March storage accumulations in any large quantity is not good.

In 1921 there were accumulated in the warehouses of the United States 1,926,000 cases during the month of March; and last year the accumulations in the same month were 949,000 cases. It seems unlikely that any such reserve can be accumulated so early this year. But it should be remembered that a later beginning of storage accumulations does not prevent a full recovery in the amount stored later. Last year, compared with 1921, a deficiency in accumulations in the United States of nearly a million cases at the close of March was turned into an excess of over 1,200,000 cases by the close of May, and was followed by an excess at the height of the season of over two and one-half millions.

Conservatism in storage prices this year seems to be made necessary by these considerations in view of the results of last year's operations.

New York, March 3, 1923.

#### MORE INTEREST IN POULTRY.

"Through our county agent here," write the Brown Produce Company, Muskogee, Okla., "we have been putting on a number of poultry shows and doing considerable club work. Interest in poultry, egg and dairy production has greatly increased, also, through the efforts of our Free State Fair. Our egg receipts are 150 cases weekly. We look for 25 per cent increase in the spring egg lay. Commencing with the month of March, we will ship eggs in carlots, shipping around five cars during that month."

#### NO CARLOADS.

The Chamois Mercantile Company, Chamois, Mo., report that they do not ship eggs in carlots. Their weekly receipts are running around 50 cases.

#### CHICAGO EGG MARKET.

STORMS HAD EFFECT ON MARKET AND SERIOUSLY INTERFERED WITH PRODUCTION IN NORTHERN STATES—FUTURES NOW SELLING—LAYING HENS IN COUNTRY CONSIDERED IN EXCESS OF THIS TIME LAST YEAR.

Two severe storms passed over the United States during February, one during the first week and one about the middle of the month, both of which had profound influence on the production of eggs, particularly in the northern states.

About the first of the month storage were practically exhausted and ceased to be a factor, being kept as seconds for the fresh and working out gradually at comparatively high prices. With fresh at 36c storage, case count, would bring 29½c to 30c, which would make them cost about 32c, candled up.

The influence of these two storms was more profound than was generally anticipated. At the close of every week we thought that the break would certainly come the following week, but it did not, and the market during February held remarkably steady in price and firm in tone. Now, on the 3d of March, it looks as though the big break would come next week.

The eggs are selling pretty heavy for delivery at Chicago on the 10th, one week from today, at 26¾c, and for the 12th, at 26c. Even so, considering the fact that Easter comes the 1st of April, a price of 26c for the 12th is high. Easter trade will be about at its peak at that time, and, if the April price is to be brought under 25c, case count eggs should be selling at not over 25c by the 12th.

The movement of futures has not been spectacular this month. Februarys opened at 25¾c, moved as high as 33¾c during last week and then closed at 31¾c on the 27th. Aprils, since our last report, have moved up to 25¾c, a point reached on March 1st, and are closing at 24¾c.

Trading is now authorized in current receipts for April delivery, in storage packed eggs for May delivery, and in refrigerator standards for September, October, November and December.

In May storage-packed, and in refrigerator standards for September and October there have been no trades. The closing market for November and December delivery is 28c.



All these prices look high; when we consider the fact that there is undoubtedly a larger quantity of laying poultry in the country this year than last, and last year 28c for December eggs was considerably too high and the general tendency is toward deflation. But there are other factors which seem to justify the price, notably the fact that, due to low prices last year, we fall heir to a heavy consumptive demand this spring, and the fact that statistically the commodity index for eggs this year is at least 5c higher than it was in 1922. In buying eggs for storage Aprils will be mainly in demand this year on account of the unsatisfactory quality of Mays coming out of storage last fall. Certain years May eggs are of extremely good quality. They may this year be better value than Aprils, price considered.

Chicago, Ill., Mar. 3, 1923.

### PHILADELPHIA.

The month of March again opens the season for the spring egg trade. Fresh stock is about the only supply attainable.

The receipts were moderate and the market firm showing an advance of 1 to 2c per dozen for the past few days.

We quote nearby extra firsts at 41½c per dozen; firsts, 39½c; seconds, 35@38c; western extra firsts, 41c; firsts, 39c; seconds, 35@38c; southern firsts, 37c; southern seconds, 34@36c.

The "chain stores" are the principal buyers on change, taking all the offerings at full market prices.

The dealers are asking and getting 1@2c above quotations.

To prospective buyers, other than regular customers, an inquiry for eggs will generally meet with the reply: "We have no stock to offer." This treatment is something of a surprise to the buyer as the market has been a buyer's market for the last six months.

Storage eggs are done with a well cleaned-up market. The little stock offering is of low grade. Holders have accepted their loss and seem ready to gamble again with the opening of the 1923 season. Prices range about the same as they did last year. With the goal always ahead, why not try again.

W. D. Coil and H. Hecker of Decatur, Ind., of the Indiana Board and Filler Company, were visitors on this market during the past few days with Jacob F. Miller of Bickel & Miller, as their host.

The dressed poultry market is quiet and favors buyers. Receipts

are liberal with the bulk of the stock offering in good condition.

Trade on live poultry continues quiet with more liberal receipts. Sellers are anxious to place arrivals, and on a slow demand oftentimes have to make concessions to effect a sale.

### CHICAGO POULTRY.

The demand for hens here has been fairly good, it is said. The market is low on supplies of this grade and of a consequence prices have shown a slight stiffening. A 2c advance was registered March 2d, which is expected to hold unless supplies start coming in heavier. The market held firm at 24½c. Good business was reported.

The supply of springs has shown an increase and the demand is off a little. Asking prices have been lowered to 23c. This market opened the month with springs calling for 24c, but the business being transacted would not hold the prices steady.

Other grades are faring pretty well, the trade feels, and prices are holding up with not much anticipation of radical fluctuations.

C. E. Bowman of Bowman & Co., left Chicago for Signal Mountain, Chattanooga, Tenn., where he expected to spend a short vacation before journeying to attend the egg conventions.

Tom Gallagher Sr. is said to be wielding a wicked putter and driver on the golf courses of Florida just now. He left Chicago late last month for the sub-tropical state to get in some early golf practice.

An application asking that the carriers make allowance for the free transportation of hay or straw up to 500 pounds when this is used to protect shipments of eggs against excessive heat or cold was filed with the carriers by a shipper recently. The Central Freight Association held a hearing on the proposal recently, but the proponent did not attend. The proposal called for free transportation of the hay or straw between points east of the Mississippi

(Continued on page 11)

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# **STORE YOUR BUTTER, EGGS AND POULTRY**

## **Where they are to be consumed**

### **Avoid Loss and Delay Due to Uncertain Transportation Conditions**

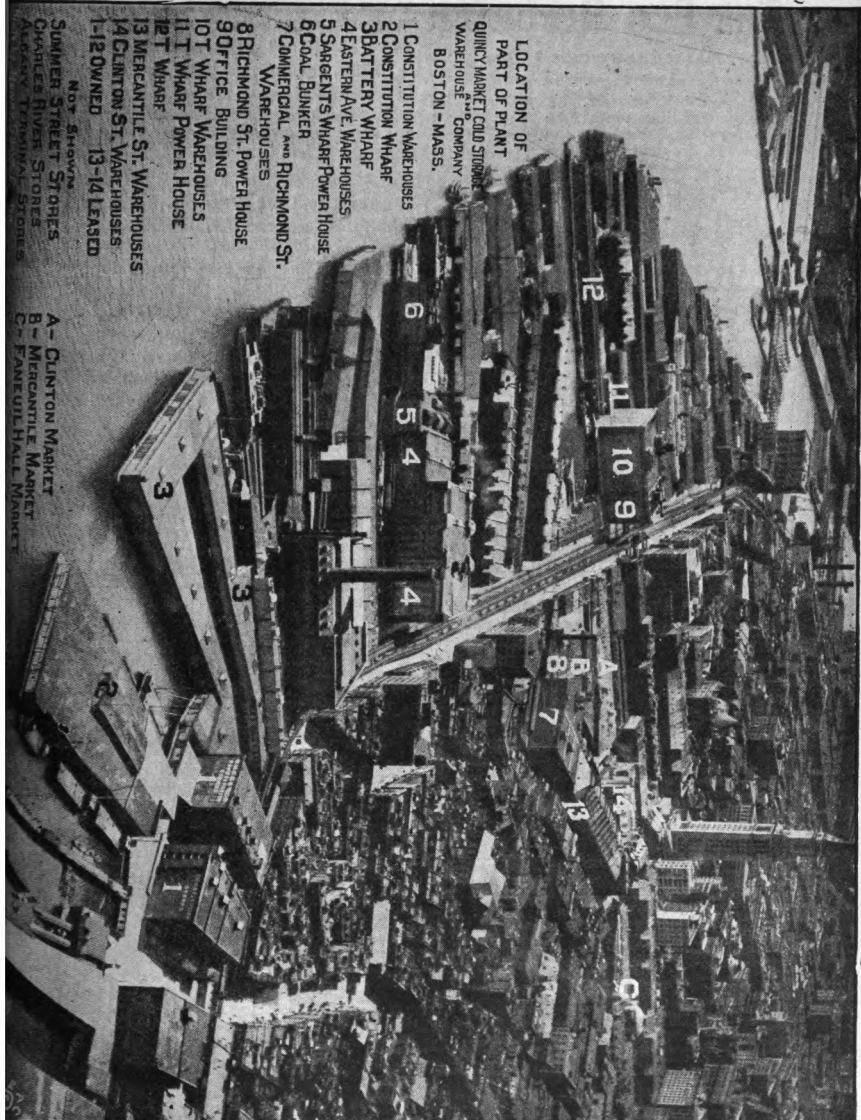
**Unless Your Goods Are Stored in BOSTON With  
Us You May Lose Advantage of the  
Most Favorable Turn in the Market**

# **Quincy Market Cold Storage & Warehouse Co.**

## **BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00  
Total Space Cooled, 16,400,000 cubic feet**

**Goods in car lots should be shipped in name of storer, care Quincy  
Market Cold Storage and Warehouse Company,  
Union Freight Railroad Co., Boston, Mass.**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

Fred L. Kimball Co., Publishers.  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
E. R. Shoemaker, Sec. and Treas.

Egg Reporter Shoemaker, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of The Egg Reporter reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

Publication Office:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., MARCH 6, 1923

## POULTRY FIGURES.

According to department estimates, the combined farm value of chickens raised and eggs produced in 1922 is estimated at \$854,207,000, compared with a value in 1921 of \$900,820,000. About 543,000,000 chickens were raised on farms in 1922, with a farm value of \$354,199,000, as compared with 510,000,000 chickens raised in 1921, valued at \$362,253,000. Egg production totaled 1,962,356,000 dozen eggs of a value of \$500,008,000, as compared with 1,837,486,000 dozen eggs with a value of \$538,567,000 in 1921. The average farm price of chickens raised in 1922 was 65c per fowl, compared with 71c in 1921, and with

86½c in 1920. The average farm price of eggs was 25.5c a dozen in 1922, compared with 29.3c per dozen in 1921 and with 44.4c in 1920. It is estimated that there were 412,000,000 chickens on farms January 1, 1922, a time of year when the number of chicks is low. There were 386,000,000 chickens on farms January 1, 1921, and on January 1, 1920, there were 360,000,000.

OF ALL the excuses there are by which this old world is accused, this "haven't got time" is by far the poorest, the feeblest, the worst. A delusion it is, and a snare. If the habit is yours, you should shake it. for if you want to do what is offered to you you'll find time to do it, or make it.

"IT is not power or station that makes us reach the goal, but the close cooperation of every bloomin' soul."



## HEN EGGSON

They was a feller come here and give a talk on bein' a big success, and his recipe was to get at some-thin' and then never get away from it. I don't suppose he ever stopped to think that there ain't nothin' in this here town for a fellow to get at, let alone stick to.

## CHICAGO POULTRY.

(Continued from page 7)

river and north of the Ohio river. It is evident that the proponent had not read Rule 32 of the Classifications, for this covers the situation. The rule states that when a preservative is used and loaded in the body of the car for the protection of the freight, "provided the rules of the carriers permit such loading," there will be no charge made for its transportation. But if the consignee takes the preservative out of the car the carriers will make a charge on actual weight applicable upon the freight which it accompanies. But if the preservative, in this instance hay or straw, is not taken from the car it becomes the property of the carrier and no charge is made. While the shipper proponent asked for 500 pounds allowance the rule allows for the actual weight. A member of the executive offices of the National Poultry, Butter and Egg Association attending the hearing recommended that the rule be allowed to stand unchanged. He said that there was no occasion for its amendment and that the present rule is beneficial to the carriers in cutting down claims. Allowance of free transportation of the straw avoids the possible negligence on the part of shippers not putting sufficient straw in the cars to keep the eggs from freezing.

Henry Yepsen & Co., Chicago commission house, failed last month. Bankruptcy followed the rise in the egg market, brought about by a sudden and prolonged cold snap for this season of the year. The company was in deep on the short end of the market, it is said, and could not meet its obligations. Right after the failure of the company was announced to the interested parties in the local trade circles a meeting was held. The creditors decided to appoint an auditor's committee to go over the books. This was done and the auditors made a report of approximately \$50,000 in liabilities. It was said that the company had about 15 creditors, most of them in Chicago, and probably two or three shippers. When the auditors had completed their work on the books it is said to have developed that the defunct company was in a position rendering it impossible to pay more than 10c on the dollar, and it was thought that if the bankrupt case was put through the regular channels of the Federal courts this would be eaten up in the procedure. So the creditors were announced to have waived the rights to force the

company into the courts for its claims and a trustee was expected to be appointed to handle the affairs of the firm in the interest of claim holders, with the purpose of attempting a more agreeable settlement of claims.

Mark Hyde has been appointed vice-president and general manager of the North American Cold Storage Company. Mr. Hyde's appointment caused quite a little comment in the trade circles, for he is a man who has had a vast amount of experience, which, when put to work for this cold storage house, should place it among the most modernly operated imaginable. Mr. Hyde is formerly of Winnipeg, Canada. Most of his life has been passed in the mining industry, where engineering is carried out to a fine and practical degree of perfection. During the war he was combustion engineer for the Canadian government. It is expected that Mr. Hyde will apply some of his scientific methods to cold storage warehousing problems in an effort to reduce overhead and increase efficiency.

The spring egg conventions have been keeping Harrison F. Jones, executive secretary of the National Poultry, Butter and Egg Association, busy travelling. Mr. Jones arrived in Chicago Saturday, March 3d, only to unpack and repack his grips. He left again for the Missouri, Iowa and Minnesota meetings the following day.

Harry H. Redfearn has been forced to cancel his arrangements to attend the spring egg meetings, due to his suddenly taking seriously ill. He was stricken with an attack of influenza during the last week of last month. Just a week prior to that he entertained J. W. Bolby, of Goff, Kan., who was spending some time on this market.

A. C. Collyer, of A. C. Collyer & Co., Boston, has been paying the Chicago trade a little visit lately. He spent the entire week of February 26th to March 3d in the Windy City, calling on the boys and keeping in close touch with the current market situation.

"During 1922 24,500 cars of eggs and 13,000 cars of butter were handled in Chicago over one exchange," according to a recent report of the Chicago Association of Commerce. The monetary value of the Chicago trade is estimated at approximately \$800,000,000 annually. The exchange handled 414,000,000 dozen eggs and 234,000,000 pounds of butter last year, it is reported. It is also estimated that there are about 400 firms in the produce business in Chicago, exclusive of retail dealers.

## DON'T FORGET 1922.

In buying eggs for storage this year, either for your trade requirements or for a speculative purpose, don't lose sight of the fact that egg holders last season lost a lot of sleep and sweat blood for a while wondering if they would have enough money left to be in business this year. This was due, of course, to very unsatisfactory conditions the egg market was in, namely, the high price and the enormous stocks in storage.

Why not eliminate all that worry and loss this season and instead of playing the part of a "bull" play the part of a bear and play a waiting game for cheaper eggs. If the trade waits for cheaper eggs they will be cheaper, and they will be considerably less than last year for several reasons: First of all, the stain from last year's losses hasn't vanished entirely, and before the trader buys eggs this season he will look back and see how foolish he was and will say to himself before he buys: "No—I won't pay that price. I will play a waiting game." Second: All indications point to 25% more eggs than last year (and don't forget that last year there were 25% more eggs than in 1921). Figures don't lie. Last year there were 10,500,000 cases of eggs in storage. Add 25% more eggs to that and that will give you storage holdings for 1923 of about 13,000,000 cases. If it wasn't for the good work of the trade as a whole last year agreeing to hold the market down to get the eggs in consumption the deal would have been worse than it was. Why go through another year like last year, when it can be avoided at the beginning of the season, and the way is to hold prices down where they belong and don't bull the market and don't buy eggs for storage until prices get down. If there are 13,000,000 cases of eggs in storage

this season, who is going to consume them? The good old United States cannot possibly eat all of them. Europe is broke, or so badly bent that she can't buy as she wants to. Canada is no more an importing country, but, on the contrary, an exporting country. The markets seem a little firm now but the April and May deal (actual eggs) haven't started yet, and the few bulls that have shown their hands will be bears just as soon as the sun begins to shine and just as soon as the receipts get on the increase—and the receipts will be on the increase—you can bank on that, as old mother hen and the other younger hens that are with us this year have promised to work overtime. The trouble with the egg industry is the egg men bull the market before it gets here and then wonder why eggs are high and they can't make a profit. Let's work together this season and get prices on a lower level.

The above communication comes signed: "The Invisible Hand."

## EXPECT MORE.

The Ames (Okla.) Produce Company advise that they have been doing business at that place for seven years. Their egg receipts are 30 cases per week, which is slightly more than for this time last year. They estimate that the spring lay will be five per cent in advance of last year's. "We have been located at this point for the past seven years and like the country and the people. We are members of the Oklahoma Poultry & Egg Association," they write.

## OPEN AT FREMONT.

Rollo Christensen and his father, J. M. Christensen, have formed the Star Poultry & Egg Company to handle eggs and poultry at Fremont, Neb.

# **William B. Turner Co.**

WHOLESALE DEALERS IN

## **Butter, Eggs and Poultry**

**No. 10 South Water Street  
Philadelphia, Pa.**

**We have unlimited outlets for all grades of Butter, Eggs, and Poultry, and solicit consignments.**

# Why Rice-Straw Fillers Are Best

All egg case filler manufacturers make good fillers but the Southern Egg Case Filler Company, Inc., feel that they have one just a little better. Our reasons for making this statement are as follows:

We had Dr. Andrew Wallin, chemist for the Glass Containers Association, make a laboratory test between board made from wheat straw and rice straw.

This test was made in a very damp cellar with the following results:

The first 24 hours board made from wheat straw showed 9.49% moisture, and the board made from rice straw showed 7.98% moisture.

After hanging in this cellar for additional eight days the results were as follows:

Board made from wheat straw showed 22.01%, and the board made from rice straw showed 20.40% moisture, which proves that egg case fillers made from rice straw are far superior to those made from wheat straw.

These are absolute facts.

We will be glad to receive your inquiries.

**Southern Egg Case Filler Co.**  
INCORPORATED  
**NEW IBERIA, LA.**

## THE IOWA CONVENTION.

The 29th annual convention of the Iowa Wholesale Egg, Butter and Poultry Dealers' Association, held March 7th and 8th at the Hotel Savery, Des Moines, was the biggest and best in the history of the association.

The morning of Wednesday, March 7th, was used, as usual, for registration, getting acquainted and meeting friends.

At 2:30 Wednesday afternoon C. H. Wilson, Perry, Iowa, president of the association, opened the first business session. Mr. Wilson is not afflicted with the usual "disease" so many presidents have, that of taking up half the time telling the things the speakers are supposed to talk about.

Hon. Benjamin J. Gibson, attorney general for the State of Iowa, welcomed the association in behalf of the city of Des Moines and the state. The thought Mr. Gibson brought was that civilization is a level that is either constantly rising or lowering, just as humanity either gets under and helps to raise it, or is on top, all spraddled out, pushing down. The duty of every industry and of every man is, therefore, to get under and help raise the level.

H. B. Patton, Bloomington, Ill., responded in behalf of the association, also bringing greetings from our neighboring state.

Harrison Jones, of the national association, talked interestingly along the lines of organization. The business in which we are engaged is being looked upon more and more in the light of a public service industry, along with the railroad, and other public service utilities. As a result it needs be operated as a whole with the welfare of the whole in mind, instead of as individual units. A law providing for the pooling of refrigerator cars is needed and, no doubt, such a bill will be introduced in congress soon. While refrigerator cars are, to all intents and purposes, being pooled at the time, the results are far from satisfactory.

The national association is on the job every day, and the executive committee has intimate knowledge of all impending legislation, and of everything else that has any effect on any phase of our industry. Transportation is one of the biggest problems of the producer and shipper, and the national has counseled with, and worked hand in hand with these people to bring about correction of evils, and to obtain better service and rates.

R. G. Clark, state food and dairy commissioner, spoke next of the work and problems of his department. He assured the association that his department stood ready to co-operate in every way possible for a general improvement of conditions with which his department is concerned. The laws already on the statute books, affecting our industry, while not necessarily perfect in every respect, are not detrimental if honestly adhered to. In all food products, quality must come first, and the chief concern of his department is to see that the public is protected in this respect. He believes the members of the Iowa association will do everything they can to help his department, and to their own benefit.

Considerable difficulty is being experienced in getting cream buyers to buy cream on the graded basis, which is the only equitable basis. Eventually this will be brought about, but just now it is not possible, largely because of lack of nerve on the part of the buyer, and lack of confidence on the part of seller.

Hon. E. T. Meredith, former secretary of agriculture, brought some interesting facts as to the relation of business failures to price of agricultural products. Agriculture being the fundamental of all industrial life, we should be interested in what is happening on the farm. To bring his facts home more clearly he used charts. In this country in 1890 there were approximately 400 million acres of improved land and 1,600,000 business concerns. In 1920 the acreage increased to 500 million, while business houses had increased to 1,600,000. Today, for every business house, including banks, factories, drug stores, groceries, barber shops, etc., there are 275 acres improved farm land. Your business and mine, therefore, should be interested in what is happening on "our" 275 acres.

Starting right after the close of the Civil War down to the present time the average price received for farm products per acre has been \$14. Whenever prices were above this average business failures decreased, and, when they were below the average, failures went up. By helping the farmer increase his income we help our own business.

Prof. H. A. Bittenbender of the state college at Ames spoke about the results of their experimental work during the past year, giving interesting facts especially as to feeding and culling. He distributed bulletins showing one year's results obtained on Iowa farms with the different breeds. These showed



**We are**  
**BUYERS**  
**of**  
**Fancy Graded**

***EGGS***

**Wire your offerings**

**Mersel & Fortgang**

**191 Duane Street**  
**NEW YORK**

clearly that flocks of the Leghorn type were not as profitable as those of the heavier type. A chart showing results of proper feeding also demonstrated beyond doubt that to get real profit from poultry the feeding must be right. The results of the experiments made by the Department of Poultry Husbandry, Iowa State College, Ames, are accessible to any one interested, simply by writing to them.

The banquet Wednesday evening was attended by over 300. E. M. Wentworth, acting as toastmaster, extended to the past president of the association the thanks of the members for their work. R. H. Holbrook, called the mile a minute speaker, on the program, certainly lived up to his name. As some New York friends were heard to say: "We heard more about Iowa tonight than we ever expected to hear in our whole life."

At 10 o'clock Thursday morning was held the regular business session. At the suggestion of Mr. Wilson the reports of officers were omitted.

The following officers were elected for 1923:

President, Fred L. Loomis, Ft. Dodge.

Vice-president, J. D. Minium, Clear Lake.

Secretary-treasurer, M. A. Hagensick, Des Moines.

Sergeant at Arms, W. F. Waller, Garner.

The above officers, with the following, constitute the executive committee: T. M. Harper, Chariton; Carl Irish, Nevada; L. E. Havens, Sac City; H. B. Wilson, Winterset; Floyd Fisher, Forest City.

W. F. Priebe, Chicago, talked at some length on co-operative marketing. This movement, he says, had its real birth among producers in California. Most co-operative movements are started as a result of lack of confidence between the buyer and producer. He is entirely out of sympathy with the idea that the other fellow is a crook, and, therefore, we should get what we can while getting's good. There is great need in every industry for good, honest, constructive criticism from outside, and this should be welcomed. He stated that we ought by all means to have a representative at a contemplated meeting of the Farm Bureau with county agents to formulate further plans for co-operative marketing.

W. F. Waller brought up at this

# COLD STORAGE

for

# E G G S

The best located and most strategic Storage-in-Transit distributing point in the East. Special inspection service on carload eggs for storage. Strictly modern warehouses. Strong financial resources. A broad policy of Service and Accommodation.

## Hygeia Refrigerating Co.

ELMIRA, N. Y.

# FEATHERS WANTED

Ship your Feathers  
and Quills to us for  
full market prices  
and prompt returns.



**We Pay  
Highest Market Prices**

**KANSAS CITY  
FEATHER CO.**

**Kansas City, Mo.**

time, the need of the poultry, egg and butter shippers for some method of having adequate fire insurance protection to cover peak period stocks. This will, no doubt be worked out by placing the initial coverage on the average amount necessary with a maximum to be specified. By a system of monthly reports the insurance company will, at the end of the year, arrive at the average stock carried and then either charge an additional premium or make a refund, as the case may be, in proportion as the amount of stock carried has exceeded or fallen below the coverage taken. This would relieve the shipper of expensive, short-time risks, and will mean a big saving when finally worked out. Mr. Waler was appointed chairman of a committee to work with insurance people on a solution along these lines on Thursday at 2:30 p. m. Mr. Wilson, retiring president of the association, thanked the members and fellow officers for their helpful cooperation during the past year. He believes in high prices for farm products. The farmers will then be in a position to buy things that will keep the rest of the country busy.

W. B. Parrott, Manning, who was to have talked on plans for changing the working arrangement of the Iowa

State Food and Dairy Commission was not able to be present.

The matter of buying eggs on a graded basis was the subject of considerable discussion. Almost everybody agrees that this would be the most practical basis, but everybody seems to be just a little inclined to let the other fellow start it. It surely is a matter that needs much thought and has many complications. It is pointed out that where buying is not on the graded basis some farmers are taking the select, large and top-notch eggs and disposing of them in various ways, leaving the dealer to buy the inferior eggs at good prices. Some of the dealers reported that they are already buying eggs graded.

Along with this discussion the Leghorn came in for her proper share of attention, and it seemed to be the general opinion that the place to start in was at the production end—that is, to stop the hatching of this type of bird. Already there is discrimination in buying poultry of the light-bird type, and the further discrimination, which comes with buying eggs on a graded basis, is bound to make this type more unprofitable.

There has been formed recently the Iowa Baby Chicks Association.

# Let TITE-PACK

Have a chance to  
**PAY YOU**  
**\$6 to \$14**

**per car of eggs shipped**

Passed by

Consolidated Freight Classification Committee  
Shippers  
Mercantile Exchanges

**DON'T BUY FILLERS** until you  
write and let us tell you about it.

## TITE-PACK FILLER CO.

728 West Madison Street  
CHICAGO, ILLINOIS

# Notice to Crate Fatteners

## Get More Rapid Gains

WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

### The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....



whose prime motive will be to improve the poultry industry. It is suggested that some missionary work with this association in pointing out the better profit to be had from use of large type fowls would be of no little good.

A committee, of which C. B. Bowen is chairman, was appointed to draft a circular setting forth facts tending to discourage the raising of Mediterranean type of fowls. It is the plan of the secretary to have these circulars sent to members from his office.

A representative of the Western Weighing and Inspection bureau was present and gave a demonstration of loading cars. Due to better methods and more care being used in loading, breakage is decreasing rapidly, but is yet high. In 1921 claims for damage on egg shipments totaled \$976,172, and in 1922, \$646,042. In Chicago the percentage of damage on cars inspected at that point was 5% in 1920, 3.9% in 1921 and 3.4% in 1922. On less than car load shipments the damage was 8% in 1920, 5.8% in 1921 and 4.5% in 1922.

This bureau discourages the use of second-hand flats and fillers. They recommend filler be placed with solid end of filler to the end of case

and the center partition. In the loading of cars they recommend the straight lock instead of step lock, and in the matter of buffing, either excelsior, hay or straw in preference to wood braces.

The ladies who attended the convention, and there were more than usual, were entertained pleasantly, which entertainment was provided by a committee headed by Mrs. M. A. Hagensick.

#### USUAL CROP EXPECTED.

The Farmers' Supply Company, Graettinger, Iowa, write: "We sell eggs locally during March, April and May in 100 to 200-case lots, and will be glad to hear from buyers. Our weekly receipts have increased materially as compared with what we were getting at this time last year. We look for the usual egg crop."

#### LESS NOW.

Davenport, Fox & Co., Gladbrook, Iowa, report their weekly egg receipts as less than for this time last year, although they look for the spring lay to be the same size as last year's.

## WE CAN SUPPLY EVERYTHING

### The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Candles, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS

# EGG CASES

**"Only One Kind—The Best"**

COTTONWOOD STOCK, manufactured strictly  
under railroad standard requirements.

---

35 YEARS' EXPERIENCE in serving the egg case  
trade of the entire country has estab-  
lished the symbol

**"A-T-Co."**

as a Standard for QUALITY in Egg Cases

---

**Quality goods should be shipped in Quality Cases**

---

**"A Request will bring a Quotation"**

**Ample Trunk Line Facilities—Prompt Shipments**

**ANDERSON-TULLY COMPANY**  
**Memphis, Tenn.**

J. G. Cherry Co.—Cedar Rapids, Iowa—Peoria, Ill.  
St. Paul, Minn.

**—SALES REPRESENTATIVES—**

## THE OHIO CONVENTION.

The 11th annual convention of the Ohio Butter, Egg & Poultry Association, which was held at Columbus was one of the most successful in the history of the convention, although only fairly well attended.

The address of President W. F. Barnes, which we hope to print more in detail in our next issue, was a matter of interest to all.

Secretary-Treasurer F. S. Jacoby gave a report of the activities of the association during the past year.

Homer McDaniel, chairman of the legislative committee, said that they have been active in an effort to amend the state cold storage law to extend the time limit on the holding of cold storage products from eight months to a year. The bill was receiving favorable attention at the hands of the legislature. It provides, among other things, for a license of all cold storage plants.

O. I. Clevenger is chairman of the educational committee and reported that considerable work has been done in conjunction with the authorities to encourage the production of poultry and eggs through a publicity campaign in the press.

Charles Storer believes that a good deal of money could be saved and a lot of satisfaction had if the various concerns could buy their supplies in a collective way.

Faith R. Laniman, of the Department of Home Economics of the Ohio State University, spoke on encouraging the use of eggs and poultry as a food item.

George W. Eckelberry, an expert on accounting, talked on the office and executive department of the produce business, urging that more attention be given to the cost of doing business.

Representatives of the Cincinnati Produce Exchange extended an invitation to the association to hold its next annual convention in Cincinnati in conjunction with a general meeting of the Ohio Valley and Southern Shippers, which it is hoped to arrange to hold late in February, 1924.

Later a resolution was adopted favoring the plan.

H. F. Jones, secretary of the National Poultry, Butter & Egg Association, delivered an interesting address, chiefly along the lines previously referred to in reports of other spring conventions.

Some discussion was indulged in with reference to the effect of the increase in the volume of Lehigh poultry now being produced in that state. It was the belief that farmers

are actually realizing more money on the smaller white egg-producing breeds and, no doubt, a big percentage of the Ohio output of poultry producers will be small stuff, unless special efforts are made to encourage the heavier breeds of poultry.

The storage egg situation in 1923 was discussed by several of the larger operators. Some expressed the belief that Aprils would go into western plants at 24c. Others were of the opinion that a few cents higher will be the prevailing price in April.

Homer McDaniel acted as toastmaster at the banquet at which Fred L. Rosemond, a prominent member of the bar, and a speaker of national reputation, gave the principal talk, his subject being "Influence of Business Combinations Upon the Future Prosperity of the Country."

The following were elected officers of the association:

President, W. F. Barnes, Columbus; vice-president, J. C. Seckel, Bucyrus; Secretary-Treasurer, F. S. Jacoby, Columbus.

And directors were named as follows:

W. F. Barnes, Columbus; J. F. Simmons, Cincinnati; Edward Robinson, Marysville; W. A. Burrige, Cleveland; F. S. Jacoby, Columbus.

The next meeting place is to be Cincinnati.

## NORUM SUCCEEDS COYNE.

Coyne Brothers announce the appointment of Olaf Norum to take the place of D. J. Coyne Jr., recently resigned from above firm.

Mr. Norum has had considerable experience in the 11 years of activity in the produce line. Two years of his produce career were spent on the west side market and nine years on Southwater street with Coyne Brothers, Chicago. He made many friends for the house and himself at the various conventions he attended and several trips in the producing and shipping sections. Therefore, he is alive to the importance of prompt, correct market information and high-class service. Mr. Norum represented the house at Des Moines shippers' convention.

## ABOUT AS USUAL.

The C. C. Clark Produce Company, Renfrow, Okla., look for the spring lay to correspond with that of last spring's. They report egg receipts of about 25 cases per week.





# Egg Case Fillers

**Egg Cases and Supplies**

**5** **Reasons Why**  
**The Indiana Board**  
**and Filler Co.**  
**Can Serve You BEST!**

**VINCENNES, Indiana**  
**MEMPHIS, Tennessee**  
**URBANA, Ohio**  
**DECATUR, Indiana**  
**EVANSVILLE, Indiana**

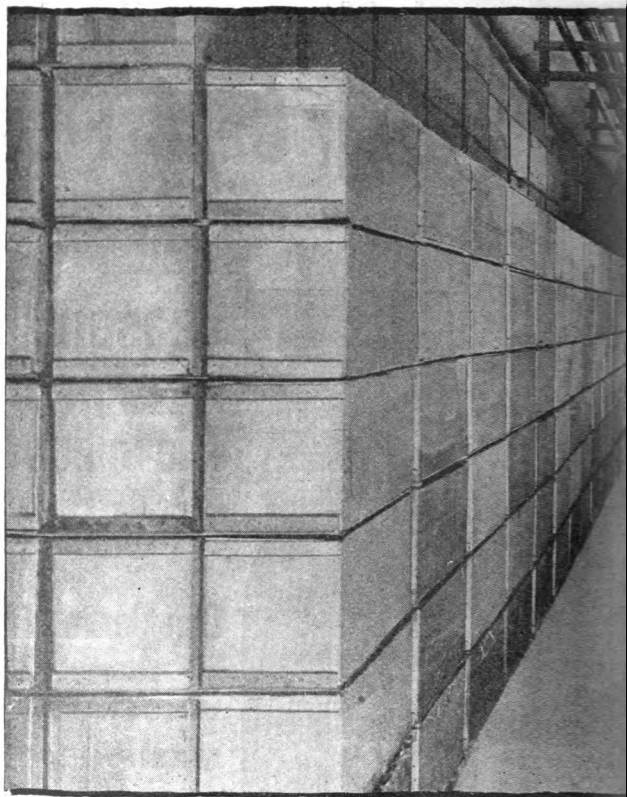
**You Are Near One of Our Plants**

**BEST QUALITY**

**Quick Service**

**Low Freight Rates**

# Where Qu



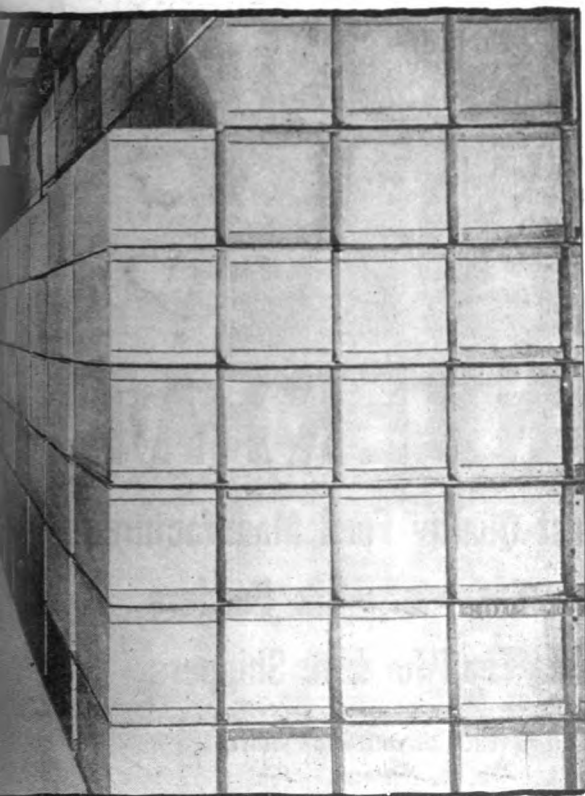
View showing eggs in storage, pack

—and it

## CHICAGO MILL AN

## CHICAGO

# ty Counts



o Mill" Monogram Egg Cases

s does.

# UMBER COMPANY

# ILINOIS



# WONDERFAT

**The Highest Quality Feed Manufactured**  
**Station Feed for Milk Feeders**  
**Shipping Feed for Live Shippers**

**FOR FURTHER INFORMATION WRITE**

**V. R. COMBS**

**Produce Exchange Building  
KANSAS CITY, MISSOURI**

**Sales Manager**

## WONDERFAT POULTRY FEED DEPARTMENT

**ARCADY FARMS MILLING CO., Chicago, Ill.**  
**CLOVERLEAF MILLING CO., Buffalo, N. Y.**  
**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**  
**TRIANGLE MILLING CO., North Kansas City, Mo.**

## INDIANA CONVENTION.

The spring meeting of the Indiana Egg & Poultry Association, which was held in Indianapolis, was the largest in the history of the organization.

President Henry Pfeiffer of Logansport called the convention to order immediately after luncheon. The old-fashioned roll call was interesting, each member giving his name and name of the firm with which he was affiliated.

Harrison F. Jones, executive secretary of the National Poultry, Butter and Egg Association, spoke on "The Industry from an Organization Standpoint." Mr. Jones called attention to the value of organization in any field and to the fact that an efficient organization must have some object to attain and must also have the power to attain the object. Organization for educational purposes alone, he believes, is one of the greatest needs of the industry. The egg and poultry business is no longer a local or sectional affair.

A discussion, led by Sam Schlosser of Plymouth, Ind., was carried on at considerable length with reference to the Indiana cooperative marketing bill, which Mr. Schlosser believes to be one of the most vi-

cious pieces of legislation ever attempted. President Pfeiffer appointed Mr. Schlosser chairman of a committee to draft a resolution of protest against this bill.

The Wednesday session opened with a roundtable discussion of the 1923 storage situation, led by H. W. Davidson of Ft. Wayne. All these folks were strong in emphasizing the fact that buying prices must be low enough so that selling prices could be low enough to warrant the surplus production going into consumption at a fair margin.

The matter of quality buying was stressed by P. P. Tuller of Indianapolis. He emphasized the necessity of more frequent deliveries from farmers and better equipment for the farmer in the handling of his egg product.

Howard M. Wilson, of the Cincinnati Chamber of Commerce, extended an invitation to the Indiana association to attend the joint session to be held in Cincinnati next spring. Apparently this met with considerable opposition, but was turned over to the new board of directors for action.

The nominating committee appointed by President Pfeiffer—R. R. Ragan, Indianapolis; Wm. Burling, Decatur; Gus Schlosser, Frankfort,

# SHIP EGGS

TO

## Lewis-Mears Company

127 Reade St.

NEW YORK

REFERENCES:---Hanover National Bank of New York, or your own Banker

selected the following directors:

H. Pfeiffer, Logansport; H. W. Davidson, Ft. Wayne; William Veets, Vincennes; William Locks, Indianapolis; Ray Ditzler, Huntington; George Treese, Nappanee; William Berling, Bluffton; C. J. Lloyd, Greensburg; Arthur Linstead, Indianapolis; Samuel Grinstead, Lebanon, Ky; J. E. Parker, Eton, Ohio.

The board of directors then elected officers as follows:

President, C. J. Lloyd, Greensburg; first vice-president, H. Pfeiffer, Logansport; second vice-president, H. W. Davidson, Ft. Wayne; secretary, William Locks, Indianapolis.

Ample entertainment was provided for the ladies and one evening a dinner dance was given for the members and their ladies.

### EXPECT BIG LAY.

Egg receipts of 2,000 cases per week are reported by the Naive-Spellers Corporation, Nashville, Tenn. At this time last year they were getting 4,000 cases. During the month of March they expect to ship 40 carloads. They look for 10 to 15 per cent more eggs than were produced in their section last year.

### CO-OPERATIVE SHIPPING.

At the close of the year poultry raisers around Kingston, Minn., found they had shipped 1,834 cases of eggs in 1922, and received \$15,026.99. Average price received was 27.3 cents a dozen. There are 114 members.

### CARLOTS BY MAY.

The Sellers' Poultry House, Franklin, Ind., will commence to ship eggs in carlots about May 1st. Their weekly egg receipts are about the same as for this time last year—50 cases.

### NEW OWNER.

George Milleville, Altamont, Ill., has purchased the Effingham Produce Company at Effingham, Ill., and will continue the business in poultry, eggs and produce. Frank Henderson, who has been employed by the Effingham Produce Company, will remain as manager.

### NEW COMPANY.

The Valley County Produce & Creamery Association has been organized at Cut Bank, Mont. It is expected to handle eggs and poultry, as well as to manufacture butter.

Samuel Rosenfeld has sold his interest in the Strong Butter & Egg Company, 330 Greenwich Street, New York, to Frank S. Strong, president of the company.

**Wayne & Low, Inc.**  
Commission Merchants  
**EGGS, POULTRY**  
**BUTTER, GAME, ETC.**

References: The Egg Reporter; Corn Exchange National Bank, National Produce Bank, Chicago.  
**159 W. So. Water St., CHICAGO**

**Bickel & Miller**  
**PHILADELPHIA EGG HOUSE**  
**122 So. Front St., PHILADELPHIA, PA**  
**EGGS, BUTTER**  
**AND POULTRY**  
**LARGE OR SMALL SHIPMENTS**

**ADAMS, CHAPMAN CO.**

**37 North Market St.—37 Clinton St.**  
**BOSTON, MASS.**

Established 1867

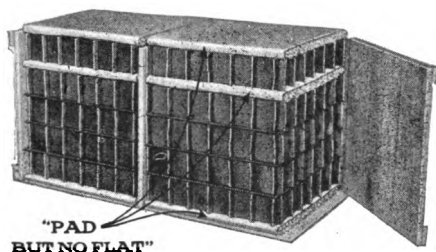
**Our best ad is—SATISFIED SHIPPERS**

We solicit your consignments of

**POULTRY AND EGGS**

Carlots or less

# No Longer an Experiment



Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of New Standard Honeycomb Fillers, or New Standard Cases.

The Railroad and Express Companies are now advocating a general use of the Pads, as the results of the past season prove that, when Pads are properly used, SIX TO THE CASE, as shown in cut, breakage can be reduced to a minimum heretofore thought impossible.

Be sure Pads you buy are of Standard Construction, each Pad bearing the name and address of the Manufacturer.

## EXCELSIOR WRAPPER CO.

### MANUFACTURERS

Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

## TEXAS CONVENTION.

The Texas Butter, Egg and Poultry Shippers Association, whose membership is composed of those dealers in Texas who ship in car-load lots, held its eighth annual spring convention in Waco, Texas, recently. The meetings were well attended by dealers from all parts of the state, and the convention was declared to have been one of the most successful yet held by this association.

Officers were elected at the closing session of the convention as follows: President, Jake Alexander, La Grange; vice-president, James White, Abilene; secretary and treasurer, B. W. Grimmer, Fort Worth.

It was decided that the fall meeting will be held in Dallas as usual during the Texas State Fair, and that the annual meeting will be held in Fort Worth during February, 1924.

F. A. Kadane of Dallas, who retired as president of the association with the Waco meeting, presided at all the business sessions. In his annual address Mr. Kadane reviewed the butter, egg and poultry business in Texas and gave his opinion of the outlook for the future. The year just closed has been a prosperous one for Texas dealers, he said, as the quantity of butter, eggs and poultry to be shipped out of Texas has been large and the prices have been such that the dealers have been able to make a fair profit. Mr. Kadane predicted that Texas soon is to lead all the states in the production and shipment of these products, and added that, when this becomes true, it will be necessary to change the system of marketing.

Reports from dealers in the various shipping centers of the state revealed conditions favorable to the industry. Egg production is large and is increasing, the dealers said, and there has been a good market for the surplus. The mild winter was declared to have been favorable for egg production, and reports indicated that the output of eggs for the winter in Texas has been larger than for any previous season.

The butter, egg and poultry dealers were extended a royal welcome by the city of Waco at their opening session. Mayor Ben C. Richards gave the welcome address, and the response was delivered by W. P. Jordan of Brady. A key to the city, fashioned from the breast-bone of a turkey was presented to President Kadane in token of the welcome extended by the city.

Nomination committee was appointed as follows: Morris Ablon, Dallas, chairman; J. B. Collier, Fort Worth; F. C. Pennington, Greenville; K. R. Boettcher, Schulenberg, and Henry Walker, Corsicana. This committee nominated officers for the association which were elected at the closing session.

A committee was also appointed to investigate and report on any matter regarded as of special interest to the butter, egg and poultry shippers of Texas. This committee is composed of W. R. White Sr., Abilene; P. L. Woolfolk, Waco; A. A. Armstrong, McKinney; Jake Alexander, LaGrange; and W. D. Jordan, Brady.

## LOOMIS SUICIDES.

Newspaper telegraphic report is to the effect that E. W. Loomis, who was manager of Loomis Brothers' egg and poultry house with headquarters at New Hampton, Iowa, killed himself. The concern operated branches at Lyle, Blooming Prairie and Hayfield, Minn., but recently sold out to Wescott & Winks, Sumner, Iowa. Soon thereafter Mr. Loomis bought the Anderson Produce Company at Blooming Prairie, Minn. He leaves a widow but no children.

## LOOK FOR MORE.

Sjostrom Brothers, Marcus, Iowa, wholesale dealers and brokers in butter, eggs and poultry, are getting 400 cases of eggs each week—practically double their receipts for this time last year. The egg production in their opinion, will be 10 per cent larger than last season's, and during march they figure their shipments will run from 10 to 12 carloads. Their eggs and poultry are packed under their own trade name. They have branch houses at LeMars, Hewarden, Alton and Cherokee, Iowa.

## DECREASE

J. Mattern, Columbus, Texas, is getting only about half as many eggs as at this time last year. He looks for a decided decrease in the spring egg lay, as compared with last year's. "I ship my eggs to Weimar, Texas," he says.

It is reported that E. W. Loomis, formerly of Loomis Brothers, New Hampton, Iowa, has purchased the Anderson Produce Company at Blooming Prairie, Minn.



# **Egg Cases Chicken Coops Poultry Boxes Butter Boxes**

**QUICK  
SHIPMENTS**

**NATIONAL  
BOX COMPANY**

General Offices :  
38th St. and So. Racine Ave.  
CHICAGO, ILL.

Eastern Office :  
712 Liberty Building  
PHILADELPHIA, PA.

**PLANTS AT  
CHICAGO, Ill., and NATCHEZ, Miss.**

## MISSOURI CONVENTION.

The Statler Hotel at St. Louis was the scene of the convention of the Missouri Egg & Poultry Shippers' Association. The arrangements for this convention were very unusual, indeed, in that the entire ninth floor was reserved for convention use and amply provided with decorations, lounging facilities, etc., with a result that while the general lobby of the hotel was, of course, well filled at all times, a great many of the delegates spent the bulk of their time on the convention floor. Here the secretary's office was located. The attendance was the largest in the history of the organization. The program itself was short—this, probably, to give the delegates a chance to talk among themselves, as they usually seem to want to do.

The convention was called to order by President W. G. Schlueter. The first speaker was Colonel Arthur T. Nelson, who is the Missouri state marketing commissioner. Colonel Nelson dealt at length with the work of the bureau, particularly in connection with the egg industry. He said that during the last summer his experts gave 500 candling demonstrations in 110 of the 114

counties of the state. As an average of their work the candlers found 5 per cent extras, 26 per cent No. 1 and 54 per cent No. 2 eggs. The balance were undergrades. He urged that they organize a program for better eggs and said he believed that the attitude of the buyers was the principal factor in improving quality.

Harrison F. Jones, executive secretary of the National Butter, Egg & Poultry Association, Chicago, spoke along the lines he had covered at the other spring conventions.

President Schlueter said that an amendment to the Missouri egg-candling law had been introduced in the legislature. This amendment, if passed, will make it unnecessary to candle eggs in the state during January, February and March.

About the only business done in a formal way, aside from the program just mentioned, was the election of officers. They being as follows:

President—C. J. Aus, Kansas City.  
Vice-president—J. A. Anderson, Princeton.

Treasurer—C. E. Shepherd, Kansas City.

Secretary—S. J. Hurst, Jr., Kansas City.

Directors—W. G. Schlueter, St.

## THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

# Egg Storage

Under management that has satisfied the most critical egg merchants for twenty years.

## Union Terminal Cold Storage Co.

**JERSEY CITY, N. J.**

Located on Main Lines of Erie R. R. and D. L. & W.  
R. R. Track Connections with all Railroads.

---

## Manhattan Refrigerating Co.

Gansevoort and West Washington Markets

**NEW YORK CITY**

On Tracks of New York Central R. R.

---

## Kings County Refrigerating Co.

**WALLABOUT MARKET—Brooklyn**

---

Modern Equipment—Proper Temperatures—Low Insurance  
Unequalled Railroad Facilities—Ideal Location for  
Selling and Distribution—Liberal Advances

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

Louis; Frank Pilley, Kansas City; A. F. Brockman, Concordia; L. A. Goodwin, Jackson; A. D. Taylor, Exeter; H. E. Stone, Centralia.

Much favorable comment was heard on the work of the St. Louis committee for the manner in which the convention arrangements were handled. The committee consisted of William G. Schlueter, H. H. Bergmann, Fred Heger, Louis J. Schulte, George H. Broeder, F. C. Papendick, W. J. Coats, Harry M. Bohn, E. J. Cramer and Arthur W. Franz.

There was an abundance of entertainment for the men and women delegates.

One day the Federal Cold Storage Company took all of the men to their plant, where an elaborate luncheon was served.

### PRODUCTION FIGURES.

S. S. Knight, president of the Petaluma (Cal.) Poultry Keepers Association, in his annual report, said:

"In California shipments of eggs declined from 1111 cars in 1921 to 920 cars last year; a reduction of about 17 per cent. Shipments of carloads from Petaluma and San Francisco (Bay District) declined from 958 carloads in 1921 to 729 carloads last year, a reduction of 24 per cent. The Petaluma district shipped 27,321,127 dozen eggs (exclusive of those used in the hatcheries, probably close to one million and a half dozen) which was an increase of about 4 per cent over the previous year. Our district's shipments of poultry were 983,261 dozen, which represented an increase of over 106 per cent in comparison with 1921.

"The average price received by our ranchers for their eggs last year was 28.8c per dozen as compared with 35c in 1921 and 50½c in 1920 and a 10-year pre-war (1907-1916)

average of 27c. The cost of feeding a hen for the last year was \$2.05 as compared with \$2.35 in 1921, \$3.55 in 1920 and a 10-year pre-war average of \$1.26.

"The net profit (no wages being allowed to the ranch owner for interest upon his investment) shown by the average of our most progressive and successful ranchers last year, was 22c per hen kept as compared to 38c in 1921, \$1.21 in 1920 and a 10-year pre-war average of 65c."

S. S. Knight also says, despite the strenuous efforts at culling, the average production per hen declined last year.

### BUSINESS IS GOOD.

J. E. Berry, manager of the Berry Produce Company, Seminole, Okla., advises that they are loading their third car of poultry since January 1st. He believes that there will be considerably more poultry shipped from his section than was the case last year. Just now they are getting 70 cases of eggs per week, while at this time last year their receipts were 40 cases. An increase of 20 per cent is expected in the egg lay.

### PREDICT INCREASE.

O. E. Frahm & Co., Dike, Iowa, find their weekly egg receipts slightly more than for this time last year. They look for at least a 20 per cent increase in the spring crop.

### EXPECT MORE.

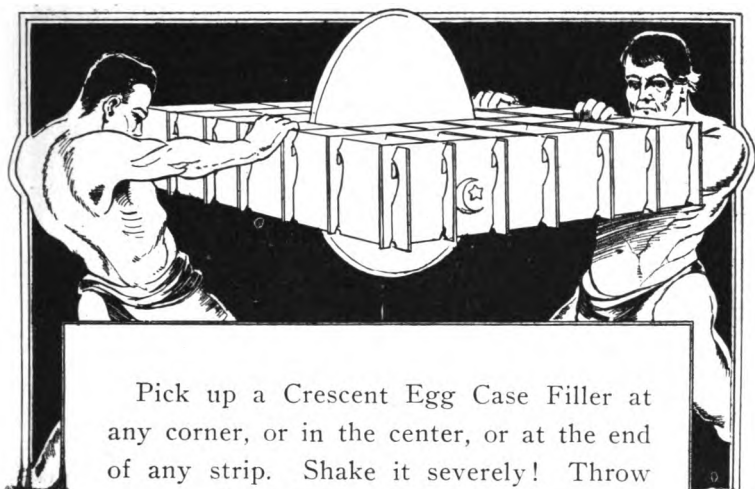
"I am getting 50 cases of eggs weekly," reports F. W. Lessin, McCausland, Iowa. He estimates that the egg crop will be 20 per cent in advance of last year's.

# S. S. LONG & BRO., INC.

WHOLESALE DEALERS IN  
**BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments



Pick up a Crescent Egg Case Filler at any corner, or in the center, or at the end of any strip. Shake it severely! Throw it around! Treat it rough! The lock stays locked—you cannot shake it apart. It gives a perfect “cushion” protection to the egg.

This demonstration should convince the most skeptical that the Security Lock as obtained on Crescent Fillers is the one perfect lock. Because of its unique design it gives a perfect lock without weakening the filler strip by excessive cutting or slotting.

Crescent Fillers are made at Coffeyville, Kansas, the home of long-fibred wheat straw, which is another reason for their unusual strength.

Send for free sample and see for yourself.  
Address

## **The Creamery Package Mfg. Company**

61-67 W. Kinzie St.  
Chicago

406-8 Sycamore St.  
Waterloo, Iowa  
1408-10 W. 12th St.  
Kansas City, Mo.

113-15-17 S. 10th St.  
Omaha, Nebr.

## PERTINENT PARABLES.

THE PARABLE OF THE MAN WITH A SNAIL'S-EYE VIEW, WHO FINALLY GOT THE BIRD'S-EYE PERSPECTIVE, AS WRITTEN FOR AND PRINTED IN THE LAYMAN PRINTER.

"And it came to pass that there was a certain man who had built a big business from a small beginning. He was very proud of his achievement, and, being a self-made man, worshipped his creator more than the law allowed. He never permitted anyone to tell him anything because he had cornered knowledge at a time when the market was falling. And he held the chair of professor emeritus in the University of Experience. What he didn't know he tabulated on the back of a postage stamp, and what he did know Carnegie had given up trying to found libraries to hold.

"But it happened, perchance, that one day there appeared before him a salesman who never bent at the knees and who had blue-penciled 'awe' from his Webster.

"Said this individual: 'Know you, Mr. Man, that you are sorely afflicted with a certain malady called the snail's-eye view. You are so close to the ground that you can't see the second story of success. There's a sky, but you don't know it. What you need is a bird's-eye perspective. Your business is leaking like a sieve. You've made a success in spite of yourself. Business opportunities have been knocking at your door with a shillalah, and you blamed the janitor. Your loose methods are a neighborhood scandal. I'm here to show you how to increase your business and enable you to stand atmospheric conditions in high altitude. The subway no longer for yours.'

"And after the thunder and lightning of his anger had subsided the man lifted up his eyes and got the bigger perspective, likewise the salesman's proposition. Therefore it is that today he has an eagle eye, and what gets by him is so small that an ant would starve on it. Today his mistakes look like a dollar's worth of filet mignon, microscopically speaking."

## COLD STORAGE EGGS.

The Missouri Marketing Bulletin, in a recent issue, has this to say under the heading of "More About Cold Storage Eggs":

"Nobody can deny it is a fraud to sell cold storage eggs as fresh eggs in order to attain fresh egg prices, whether it be in the wholesale transaction or to the consumer.

"Cold storage eggs, however, do not altogether merit the prejudice which is thrust upon them. Everybody in the egg business knows that a considerable portion of the cold storage eggs taken out of storage in August and September are of better quality than a considerable portion of the fresh egg receipts.

"Trade practice is primarily responsible for the prejudice which the public holds against cold storage eggs. Unscrupulous dealers, it is alleged, frequently in their handling of cold storage eggs candle out the good eggs and sell them as fresh and sell the poor eggs as cold storage eggs. Some dealers go to the extent of buying both fresh and cold storage eggs, mix them together and sell the poor quality as storage eggs and the better quality as fresh eggs.

"There are two ways, as far as the egg producer is concerned, in looking at these irregular practices whereby cold storage eggs are sold as fresh. First, it is argued that the cost of production of fresh eggs in the winter season is greater than

**When You Want the Coin—Ship to Coyne**

Established 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**FRESH EGGS WANTED**

**LIVE AND DRESSED POULTRY**

Net Capital Exceeds \$200,000.00

Telephone Main—2834

19 W. Southwater St.

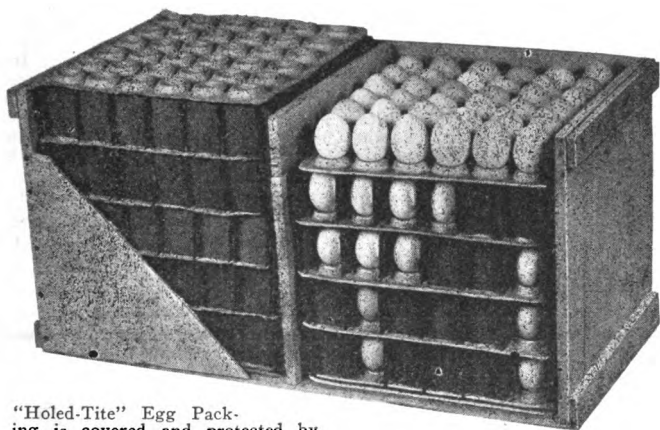
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CHICAGO

**Eggs Packed In "Holed-Tite" Flats Are  
Broken Only by the Cook!**

# **"HOLED-TITE"**

## **Egg Packing**



"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling.

The "Hold-Tite" Flat is used with standard honeycomb fillers, but takes the place of Excelsior Pads and ordinary flats.

Made of elastic moulded pulp—**absolutely prevents checking in packing and breakage in transportation.**

The projecting rings on flat lock the filler so it cannot shift—prevent bending and breaking of filler ends.

Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing.

Saves long-deferred damage claims.

Send for sample Flat and descriptive circular.

**"HOLED-TITE" EGG PACKING CORPORATION**

**New York Mercantile Exchange, New York City**

the cost of storage eggs which were put up in the months of abundant supplies, and which, during the winter months, are competing with actual fresh eggs under the guise of the fraudulent usage of the term fresh eggs. Obviously, the sale of storage eggs as fresh eggs lowers the price of fresh eggs because fictitiously it increases the supply of fresh eggs. By such fraudulent practice the winter egg producer is not remunerated as much for his efforts as he would be if storage eggs under the guise of the name fresh eggs did not go on the markets in competition with his bona fide fresh eggs.

"On the other hand, the cold storage eggs should not be unfairly condemned by producer or consumer. It is a fact that cold storage eggs during August and September are more uniform in quality than are the fresh eggs during those months. Even during the winter months many of the cold storage eggs are strictly No. 1 in quality. Although the sale of cold storage eggs tends to hold down the price of eggs of current production in the season of scarcity, it is a further fact that the movement of eggs into cold storage

in the season of greatest production tends to advance the price of eggs of current production. It is the opinion of the best authorities that egg producers receive a higher average price per year for their products as a result of the commercial success of cold storages than they would receive without cold storages.

"No doubt state and federal laws have added to the prejudice which the public holds against the storage eggs. Cold storage eggs and fresh eggs should be permitted to go on the markets entirely on their merits. Proper nomenclature and strict application of such as trade terms would soon solve all the commotion that is raised annually about the selling of storage eggs. Such an intelligent usage of clarifying trade terms would enable every interested person from the producer to the consumer to know his eggs and enable him to make his transactions entirely on the merits of the eggs which are the subject of the trade."

The Osceola (Iowa) Produce Company have recently moved to new quarters on North Main Street.

## **Industrial Cold Storage & Warehouse Co.**

### **Philadelphia, Penna.**

Located on Philadelphia and Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

## **Butter, Cheese, Eggs and Poultry**

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.



**When in the Market for  
Strictly High-Grade**

**COTTONWOOD**

---

**COLD STORAGE**

---

**EGG CASES**

---

**Tupelo or Gum Cases**

**Write or Wire Us for Prices.**

**Prompt Shipment. Our  
Own Manufacture**

---

**Peterson-Miller Box Co.**

**CAIRO - ILLINOIS**

**"CAIRO MADE" Egg Cases Are Better**

## COLD STORAGE PUBLICITY.

LEADING COLD STORAGE WAREHOUSEMEN OF NEW YORK CITY CONDUCT A COLD STORAGE EXHIBIT IN THE PUBLIC HEALTH EXPOSITION, GRAND CENTRAL PALACE, NEW YORK CITY, JANUARY 22 TO 27, 1923.

BY FRANK A. HORNE

The importance of disseminating a better understanding of cold storage among the people has long been recognized, and various means have been employed to correct popular misconceptions and develop real appreciation of the facts and function of the industry. An opportunity came to the cold storage warehousemen of New York to assist in this educational work when Health Commissioner (now Senator Elect) Royal S. Copeland invited the cold storage warehouse industry of New York to participate in the Public Health Exposition. Remembering the splendid cooperation of Commissioner Copeland in connection with the campaign of the New York Mercantile Exchange with reference to the sale of storage eggs last fall, the leading cold storage concerns of New York accepted the invitation with alacrity.

The following cold storage companies participated in the exhibit: Merchants Refrigerating Company, Manhattan Refrigerating Company, and branches, National Cold Storage Company, Terminal Warehouse Company, Brooklyn Bridge Freezing and Cold Storage Company, Heermance Storage and Refrigerating Company, F. C. Linde Company, Anheuser-Busch Ice and Cold Storage Company, and the Fulton Market Refrigerating Company.

A committee consisting of Frank A. Horne, chairman, R. A. Adams, E. W. Lewis, Wm. Fellows Morgan Jr., and Dr. M. E. Pennington was appointed to conduct the exhibit. A large refrigerator box

with double plate glass front and sides was built for the exhibit by the American Balsa Company and was made of the famous balsa wood. An automatic Worthington refrigerating machine was installed by the Carbondale Machine Company, which furnished refrigeration for the exhibit. The cold storage products exhibited were frozen poultry, April eggs, June butter, cheese, celery, frozen eggs, frozen fruits, apples, frozen meats, dates and shelled nuts, nut margarine and frozen fish. Each of the articles displayed was prominently labeled with a placard showing the variety, point of origin and date of storage. A temperature of slightly under freezing was maintained in the box during the week to hold the frozen products in proper condition.

During the evenings of the show a cooking exhibit was conducted by Miss Anna Barrows, food economist and lecturer in the Department of Foods and Cookery, Teachers' College, Columbia University. With the assistance of her students Miss Barrows cooked and served on an electric grill products shown in the refrigerator. Thousands of samples were served to the crowds and were pronounced most dainty and delicious by the people. A group of representatives of the industry served the public and entered into conversation with them concerning the entire exhibit. On the walls of the booth were displayed facsimile packages of cold storage products showing the market receipts and quantities stored in New York City.

An interesting and popular feature of the exhibit was the display of a moving picture film which had been especially prepared for the exposition by the Marine Film Service Company, Inc., of New York City. The film consisted of about 1,750 feet of scenes and descriptive matter, entitled "The Story of Cold Storage." The prologue of the

WE GIVE SERVICE THAT BRINGS RESULTS

# COLD STORAGE

ALL MODERN FACILITIES

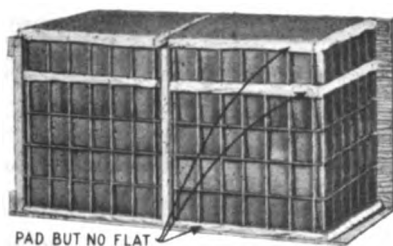
## Special Egg Rooms

Liberal Advances. Track connections with all railroads, and storage-in-transit privileges east and south for Cuba and Mexico trade.

**TULSA COLD STORAGE COMPANY**  
Tulsa, Okla. W. D. Voelker, Vice Pres. and Genl. Mgr.

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



PAD BUT NO FLAT

**[ Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

## **H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

story reads as follows: "In winter when snow covers the forest and hillside and when food is scarce in quantity the squirrel, who has stored his supply in the tree, lives from food collected during the summer."

After a winter scene the following words are flashed: "So in the city when fresh products are scarce the demand is supplied from food collected in the summer and stored in a public warehouse."

This was quickly followed by a view of a local cold storage warehouse followed by the slogan which was repeated throughout the film: "The cold storage warehouse serves the city of New York as the ice box serves the home."

The scenario then develops the main story with steamer and freight train conveying products to the storage center. The film then shows the unloading at the warehouse of the various products from auto trucks and from refrigerator cars. The use of a gravity slide to convey products is pictured and the movement of goods is followed to the elevators and storage rooms. The process of tiering in the freezer is then shown with appropriate descriptive titles. A scene follows in which celery, poultry, apples and butter are shown going on various elevators in the warehouse.

The next scenes show the various storage rooms for the various commodities.

After this vision of zero rooms and heavily frosted pipes, in a flash the picture conducts us to the engine room in which the large electrically driven compressors are shown in motion. After this recess in a warmer climate we are again shown a poultry freezer with goods coming out, and an inspector of the State Department of Farms and Markets inspecting the poultry before leaving the warehouse.

In quick succession following this are shown frozen eggs in large cans, hard frozen for bakers and confectioners, and the process of delivery of this product. Popular imagination is stirred by a scene of frozen reindeer being handled, and a room containing only walnuts from France under United States bond gives a new side-light on the industry.

The next section of the film has to do with the freezing and storing of fish with scenes of the arrival of the fishing vessels with fish packed in ice and the various processes of washing, sorting, weighing, freezing, water glazing and storage being shown.

The last section of the film has to do with cold storage of eggs.

February Twenty-sixth, Nineteen Twenty-three

**'D. J. COYNE Jr. and M. E. NEVINS**

are pleased to announce that they have engaged in a

**General Produce Business**

Specializing in

**BUTTER, EGGS, POULTRY, AND CHEESE**

Having incorporated under the name of

**Coyne & Nevins Co.**

at

**168 West Southwater Street**

Telephones Franklin 3200

**CHICAGO**

**STORE IN THE HEART OF THE WEST**

---

# **Egg Storage**

**The Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

offers you excellent storage facilities for your eggs.

In hunting cold storage space for eggs, modern  
equipment, low insurance, convenient  
location, responsibility, experienced  
management and courteous  
attention count.

## **WE MAKE LIBERAL ADVANCES**

**An excellent location for reshipping to the  
North, East, West or South**

**Wire or write us your needs.**

**Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

---

**STORE IN THE HEART OF THE WEST**

The first scene shows eggs being unloaded out of a freight car on the receiving platform at the warehouse, followed by a picture of the eggs being moved across the receiving floor to the elevator. The eggs in cases are shown being run on the elevator and a big egg room follows with a capacity of 30,000 cases, with the eggs being loaded on flat trucks and going out of the cold storage room, thence via the elevator and delivery platforms to auto trucks on the way to the consumer. This is the concluding slogan of the picture: "Public Cold Storage Warehouses do not own goods stored."

A feature of the exhibit was the broadcasting by radio of the Story of Cold Storage by the American Telephone and Telegraph Company, WEAf, New York. A loud speaker was installed at the booth during the evening when the radio message was being delivered.

In the opinion of the committee having the exhibit in charge it is felt that the time and expense involved were well worth while and all concerned were greatly pleased with the expression of approval and appreciation which came from the visiting public.

The above article is taken from the March, issue of the National Poultry, Butter and Egg Bulletin.

#### NEW CHICAGO FIRM.

Readers of The Egg Reporter will notice in this issue the advertisement of the Coyne & Nevins Company. This is a new concern with headquarters at 168 West Southwater street, Chicago. They entered business February 26th. The firm is composed of D. J. Coyne Jr. and M. E. Nevins. They will do a general produce business, specializing in butter, eggs, poultry and cheese. D. J. Coyne Jr. has been with the Coyne Brothers' butter and egg department since 1910, and M. E. Nevins has been manager of W. S. Moore's egg department. These men go into business for themselves with ample capital, friendly relations and a wide acquaintance in the trade.

#### AVERAGE, THEY THINK.

Twenty-five to 30 cases of eggs are the weekly receipts of the Henry Baden Mercantile Company, Independence, Kan. The spring lay will be an average one, he believes.

L. Stanek, Ely, Iowa, reports egg receipts light, but about the same as for this time last year.

#### SMASH 638 CRATES OF EGGS.

Six hundred thirty-eight crates of eggs were destroyed at the Philadelphia Warehouse and Cold Storage Company, Delaware avenue and Noble street, Philadelphia, recently.

The eggs, about 19,000 dozen, had become permeated with ammonia fumes when a pipe burst in a warehouse or refrigerating car before they reached Philadelphia. Although not bad, they had a disagreeable taste and had turned color.

They were bought by Thomas F. Piper, a commission merchant, of 6 South Water street from a New York man. When they arrived they were found to be unfit to eat and were turned over to Robert M. Simmers, general agent in the State Bureau of Food, and C. T. Smith, of the Bureau of Chemistry of the United States Department of Agriculture.

After the eggs had been condemned they were broken and oil poured over them.

#### EXPECT FIFTH MORE.

The Wilson Poultry Company, Hanover, Kan., have been shipping eggs in carlots all winter, and expect to have 10 cars for shipment in March. They are getting 800 cases of eggs per week, while at this time last year they were getting from 400 to 500 cases. They say that the egg production in their section has been exceptionally heavy since the first of the year and that they figure the spring lay will be 20 per cent heavier than last year's.

#### OPEN WESTERN BRANCH.

The Lewis-Mears Company, operating in Boston and New York, have opened a branch house in Portland, Ore., for the handling of fancy white eggs for shipment. The branch will be in charge of Hugh L. Upson, who has been manager of the Poultry Producers' Association of Oregon. The headquarters will be at 261 Madison Street, Portland, Ore.

#### NEW MINNESOTA HOUSE.

Val E. Ferguson has rented a building and is prepared to buy poultry, eggs and cream at Winnebago City, Minn. For the past year he has been buying for the Fairmont Packing Company.

According to Boxes, there is a saying in every hen house that an egg a day keeps the hatchet away.

**UNEQUALLED FACILITIES FOR  
THE STORAGE OF**

# **POULTRY**

## **Merchants Refrigerating Company**

**Main Office: 161 Chambers St., New York, N. Y.**

### **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

### **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

### **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

**President  
Frank A. Horne**

**Sec'y-Treas.  
Harry C. Lewis**

**Vice-President  
Alex Moir  
Ass't Sec'y  
Frank L. Hawley**

## BUY LOOMIS PLANT.

A deal was recently made whereby Wescott & Winks, whose headquarters are at Sumner, Iowa, bought the business of Loomis Brothers at Hampton, Iowa, this business having been operated by E. W. Loomis.

Speaking of the new acquisition, the present owners said: "This property incorporated a modern plant at New Hampton, fully equipped with modern paraphernalia, and two assembly points, one located at Lyle, Minn., and the other at Hayfield, Minn. The entire personnel of this new unit, as it will function under our ownership is more or less undetermined at this time, but it will be under the management of R. L. Goslin, at present manager at Manchester, assisted by Bill Malone as plant superintendent. The clerical help at present with the Loomis concern we intend to retain; also the men now in their employ at Lyle and Hayfield. The acquisition of this Loomis property rounds out our organization in nice shape, and we hope to maintain and increase somewhat the large business already established by E. W. Loomis."

"Jimmy" Littell, who has for the past two years been cashier and assistant to Manager Goslin at the Manchester, Iowa, plant of Lovett & Davis Produce Company, will be manager at Manchester. Mr. Littell started with Wescott & Winks at Sumner in 1919, after coming out of the army. Previously he had been a telegraph operator with the Great Western and had also been with the traffic department of Fairbanks-Morse, Chicago.

## CARLOTS MIDDLE MARCH.

The Schaeffer Mercantile Company, Hillsboro, Kan., will commence shipping eggs in carlots March 15th. Their weekly egg receipts are 150 cases, which is 25 cases more than for this time last year. The spring egg production will show an increase of 15 per cent, according to their belief. They report that farmers are manifesting an increased interest in poultry raising in their territory.

## LOOKS FOR INCREASE.

L. S. Newell, Harveyville, Kan., is getting from 50 to 60 cases of eggs per week. His receipts for last year at this time were 75 cases. He believes there will be a 10 per cent increase in the spring lay, as compared with last year's.

## EGG DEALERS ORGANIZE.

Grand Rapids Butter and Egg Association was organized in Grand Rapids by produce dealers for the purpose of getting behind a movement to enact a state egg-candling law similar to the ones in effect in Illinois, Iowa and Missouri.

Membership in the association is not limited to dealers in eggs and butter. Farmers and poultrymen in particular will be invited to become members as the purposes of the organization are not to set prices, but to improve the quality of eggs sold to the public. From this movement, it is expected, a stronger demand for eggs in Michigan will result owing to the protection that will be given the consumers against buying bad eggs.

Officers of the association are: President, W. E. Roberts; vice-president, Henry Freudenberg; secretary, J. H. Osterer; treasurer, Oscar Orwant. Directors will be elected at the next meeting, it was announced. E. R. McCoy presided at the first gathering.

The association is planning to confer with Speaker George W. Welsh of the House and Representative Oscar Braman, regarding the draft of the proposed law.

Produce dealers in other Michigan cities will be asked to join in the movement to enact the candling law.

## CARLOTS NOW.

The J. F. Grennan Produce Company, Garnett, Kan., are now shipping eggs in carlots. Their eggs are packed under the trade-mark "G.C." They look for this spring's egg lay to show an increase of 10 per cent.

## HALF LARGER.

T. F. Gregg, Girard, Kan., reports that his weekly egg receipts are one-half more than he was getting at this time last year—50 cases. There is evidence of increased interest in poultry raising in his section, he says.

## HEAVIER.

W. H. Ott & Son, Eckerty, Ind., are getting 50 cases of eggs per week. They look for a heavier spring lay than they had last year.

"What makes the leaves so red?"  
She asked him with a stare.  
"They only blush," he softly said.  
"To see the limbs so bare."



# FEATHERS

—and—

# QUILLS

**We are cash buyers of all grades of feathers and quills.**

**Ship your stock to us and we will pay you full value.**

## The P. R. Mitchell Co.

**Brighton Station**

**CINCINNATI, OHIO**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

### **Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

*Waterloo, Iowa*

Vol. XXVIII

MARCH 20, 1923

Number 17

**Do it better for less money!**

Good working  
arrangements

—

Cool candling rooms

—

Pre-cooling

Before building or remodeling, write

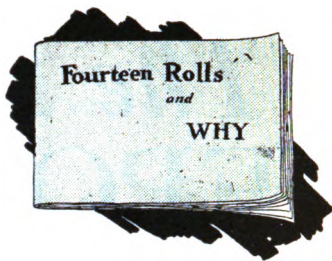
**Davenport Company**

**ENGINEERING SERVICE**

**Davenport, Iowa**

**PREPARE FOR SUMMER NOW**

# Send For this Valuable Booklet



It has already saved hundreds of thousands of dollars for thousands of egg shippers who have read it and profited by its advice.

Tells just how to pack eggs to meet the latest requirements of the railroad and express companies.

Explains how we make

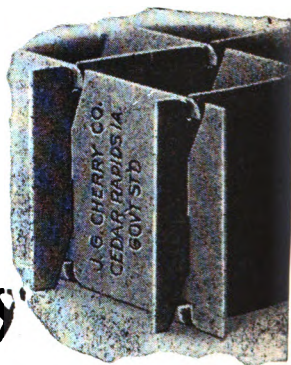
## " CHERRY " Hard-Calendered Double-Lock Fillers

from our own special, moisture-resisting stock, cut **crosswise**, not lengthwise.

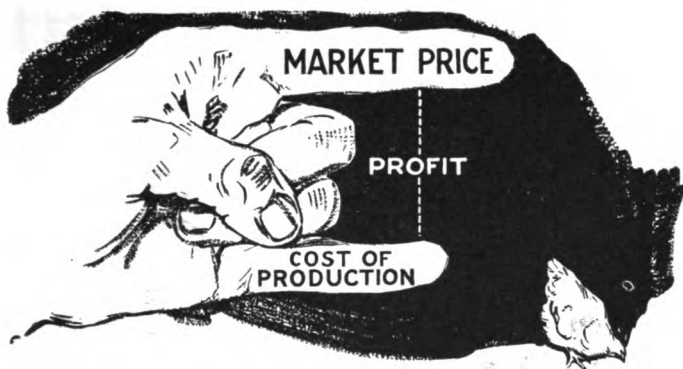
How the strips making up each Cherry Double-Lock Filler come from **14 different rolls** of stock. This means that any accidental bad spot in any one roll affects only **one** partition strip. Many factories use only one or two rolls for each Filler.

It explains the great advantage to you of our patented **double-lock** construction.

A useful Book to have. Ask for several copies (free) so that every man in your organization can become posted and up-to-date.



**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



## You Can Lower the Bottom Finger

Your profits are wide or narrow just as you are able to control the bottom finger.

### Purina Field Men Help

Former U. S. Government research men, now in our employ, help you pull it down. Through proper feeding and better record keeping, they help increase your production and lower your cost per pound of gain.

Yes, and they help raise the upper finger, too. How? By getting you a finer grade of meat that brings you a higher price on the market. Write for full information about a Purina Field man. Don't pass up a possible profit for another day.

Make your appointment at once.

Ask about free  
Checkerboard Caps  
for your feeders.

#### Purina Mills

*Makers of Checkerboard Chows*

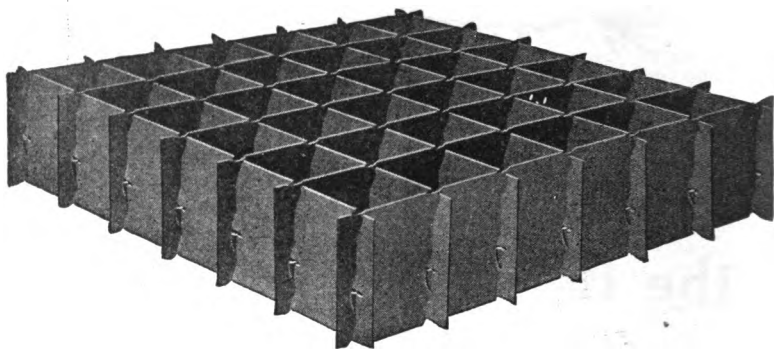
984 Gratiot St.,  
St. Louis, Mo.

Ft. Worth  
Tex.

Nashville  
Tenn.

Buffalo  
N. Y.





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality Of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, MARCH 20, 1923

No. 17

## CHICAGO MARKET LETTER.

COUNTRY-BUYING OPERATOR HAS BEEN IN LUCK OF LATE—COLD WAVE AND SNOW DISTURBED SHIPMENTS AND OPERATIONS SERIOUSLY OF LATE—EARLY APRILS BOUND TO SEE MANY PURCHASERS.

There are few springs when the operator, who buys eggs back in the country and brings them to this market for sale, could make money, but this year such an operator made a fortune. The usual discount for deferred arrivals at Chicago has existed, but, with the exception of one week, the market has practically maintained, and such purchases have been profitable. That one week was the week ending March 10th, in which occurred the decline from a 32c to a 26c basis. On Monday, the 12th, eggs were freely offered for arrival on the 19th at  $23\frac{3}{4}$ @24c. Three days later the same arrivals were sold at 25½c, and that will be about the ruling price that date. As we write now, Saturday, the 17th, the spot market is 25@25½c. There are 64 cars on track awaiting sale, and the tendency is downward.

However, the weather bureau predicts a severe cold wave due to arrive here tomorrow night. The disturbance has gathered force so rapidly that it may be here by tomorrow morning. The prediction is for zero temperature over most of Kansas and something considerably below zero in Chicago. The disturbance will be of short duration but will undoubtedly have a real effect on the April market. These temperatures, added to the severe snow and sleet which have just passed over the territory, might interfere considerably with the production of eggs. The effect, whatever it is, will certainly last over into the first days of April. We may have enough eggs to supply current needs continuously for the balance of this month, but, on account of these disturbances, it is very doubtful whether there will be any notable quantity of surplus for storage packing.

The four-market government report for this morning shows total eggs in storage a year ago today of 68,781 cases; in storage today, 867 cases on the four markets. On the

rest of April last year stocks were practically a million cases; the year before, almost two million cases. The highest April firsts on record appears to be in 1920, when, with a very late season, there were 121,733 cases in storage. This year there will apparently be less than that, possibly no more than 50,000 cases in the country at large. Regardless of the prospects of heavy receipts later, and regardless of the almost unanimous report of large flocks of laying fowl in the country there is bound to be an insistent demand for the early Aprils which will absorb the eggs offered at cost or better.

If there is no surplus over current demand by April 1st the current receipt cost at Chicago will be in the neighborhood of 24c. The stock will be running dirty, and the cost of a graded car will certainly be in the neighborhood of  $26\frac{1}{2}$ @27c. With cars of eggs going into storage at or about this price it will be a difficult thing to keep the April option under 26c. It is to be hoped that the trade will handle the situation intelligently. There will be enough eggs for all. Impatience to get the early stock will only tend to raise the price of the entire April pack.

## PHILADELPHIA.

This market is being well supplied from all parts of the egg-producing sections.

These eggs are fresh and of good quality, so that sales are accepted with but few exceptions. Buyers, however, complain that some marks contain many small-sized eggs, due to want of care in grading when packed. A No. 2 grade should be made of small stock. Dealers are always willing to pay full market prices for stock which they can bank upon as strictly choice.

Duck eggs are in light receipts and have active demand selling at 35c per dozen.

Receivers have had a few cars of storage-packed arriving, but, on examination, have sometimes found them frozen. This necessitated their prompt sale for consumption.

The outlook for lower prices for 1923 cold storage is not particularly favorable as the trend is to a higher

rate on all kinds of farm products. The peak of the production is several weeks later this year, which may produce a somewhat lower price.

The receipts of live poultry continue ample for all requirements except large, fat fowls which have a sale of as much as 5c per pound in excess of the quotations. Buyers are, therefore, hunting heavy, fat fowls.

Carlots via freight are mostly medium in size and quality. There was sufficient demand to absorb the offerings.

One of our carlot handlers has completed arrangements for building a slaughter house on the Pennsylvania Railroad tracks in the southern part of this city with a capacity of handling 14 cars of livestock per day.

The dressed poultry receipts are ample for all demands with a change in prices, of one cent less per pound than quoted in the last issue of The Egg Reporter.

#### CANADIAN REVIEW.

With increasing receipts of local eggs and very heavy arrivals of States eggs the large consuming centres in the east, and in one or two instances in the west, were in a chaotic condition nearly all last week. Upwards of 23 cars of states arrived at Toronto alone. Most of these were bought during the previous week at prices ranging from  $27\frac{1}{2}$ @ $33\frac{1}{2}$ c, f.o.b. Chicago. Exchange upon United States funds having advanced to over 2%, the charges to Toronto or Montreal would be about  $5\frac{1}{2}$ c per dozen. Quite heavy losses have had to be taken upon a large portion of these eggs, as the market at Chicago took a severe drop last Monday, the low point being  $24\frac{1}{2}$ c. The situation is not cleaned yet, and local eggs have declined in sympathy. While local receipts are much heavier, it is a question whether they are yet sufficient to meet the home demand, but it will not be long before they are. With the experience of last week dealers will be very cautious about buying more states eggs, and it is not expected many more will be imported. At Calgary some imported eggs are now in storage. At present Canadian eggs can be laid down at Toronto and Montreal at a lower cost than can States. Ontario country shippers state they paid  $26$ @ $28$ c last week and made sales at prices ranging from  $29$ @ $34$ c, f.o.b. Generally the prevailing prices in the country today are  $25$ @ $26$ c in Ontario and parts of Quebec, and sales are re-

ported for shipment this week at  $28$ c, f.o.b. The demand is not keen. Some offers have been received at  $27$ c, f.o.b. It looks as though the market may have struck bottom for the time being and the situation will become more steady. Western prices to producers range from  $23$ @ $30$ c, delivered.

United States egg markets broke badly last week and caused some severe losses to shippers and dealers who were on the long side. Taking advantage of very heavy receipts and spurred on by reports of very heavy production the trade in general succeeded in forcing sharp and rather severe declines. Prices were a little firmer for spot deliveries towards the close. The market on futures remained steady with fairly good support.

Receipts of live and fresh dressed poultry are very light and fowl are  $3$ c higher and ducks  $5$ c higher. The demand for live fowl and ducks is very keen from the Jewish trade. The demand for dressed poultry is being supplied almost entirely from frozen stock, which is moving freely at unchanged prices.

United States receipts of fresh dressed poultry are lighter. There has not been much change in the market except that heavy fowls were about  $1$ c lower. Supplies generally were about equal to the demand.

Trading in frozen poultry was fairly good, but some in the trade reported they had to shade prices a little to effect sales. Receipts of live poultry continue heavy for the season and prices are barely steady.

#### SOUTHERN MINNESOTA MEET.

The Southern Minnesota Butter, Poultry & Egg Shippers' Association voted to affiliate with a similar organization serving the northern part of the state and to broaden its membership field and its activities to include the whole of Minnesota at its annual convention held in Owatonna on Friday, March 9th. An invitation to hold the 1924 convention in St. Paul, extended by the St. Paul association and other interests in Minnesota's capital city, was accepted. Officers elected by the association included the following:

President, E. B. Davis, Spring Valley; vice-president, A. H. Stook, New Ulm; secretary-treasurer, F. C. Marpe, Albert Lea; directors, John Lynard of Owatonna, George Tracy of Tracy and C. L. Stook, New Ulm. The officers were elected by a vote which accepted the report of the nominating committee unanimously.



John Lynard of Owatonna, retiring president of the association, opened the morning session at the Elks' club with remarks indicating the benefits derived from membership in the association.

Mr. Fry of Chicago, Illinois, a representative of the Western Inspection Bureau, demonstrated the best methods of packing eggs in cars and pointed out the vast savings that could be made through proper packing. He declared that breakage, always a big factor in cutting egg profits, could be materially reduced by properly made cases, by eliminating second-hand cases, by the use of six pads to the case in packing and by the use of the two-unit system of loading.

G. C. Larson, claim agent for the Chicago & Northwestern railroad, discussed "Claim Prevention" and "Proper Refrigeration".

The acceptance of the report of the nominating committee by a unanimous vote and action on the enlargement of the association to cover the entire state featured the session. A score of members voiced their sentiments in favor of uniting all of the produce shippers of the state under one head, indicating, since there was no opposition to the movement, that members were solidly back of the change. Reorganization and enlargement along the lines proposed are expected to be completed at the meeting at St. Paul next year or previous to that time.

F. C. Marpe of Albert Lea presided as toastmaster at an enjoyable banquet dinner served at the Hotel Owatonna at 1 o'clock. Mr. Marpe called upon Frank G. Heilman and Harrison T. Jones of Chicago and A. D. Sibbald of St. Paul for addresses, as well as for short toasts from other members or visitors.

Mr. Heilman spoke on "The Value of Organization", telling the association what it could do through the body in the way of both financial and economic benefits. Mr. Sibbald, who is a member of the Minnesota state dairy and food commission, noted the necessity for handling only high-grade products. A new note was sounded by Mr. Jones, secretary of the National Poultry, Butter and Egg Association. He pointed out that women raise and direct the consumption of most of the eggs and poultry of the nation. Therefore, he declared, an effort should be made to give the women who take care of the production end an insight into scientific care and grading methods in these products, as well as to further the consumption by educating the women at that end as to the

immense food values to be gained through increased purchases.

The future of the Great Lakes-St. Lawrence Waterway was discussed, the sentiment of the association seeming to favor all steps toward the success of the project, which will mean cheaper transportation for all shippers of the northwest. The grading of eggs and poultry, the meat value of the Leghorn variety, the necessity for culling, the feeding of balanced rations and proper housing for poultry were other subjects for general discussion.

A unanimous vote authorized the sending of an expression of sympathy to the family of Charles Steube, a member who recently died. The Owatonna Elks lodge, which opened its clubhouse to the association, was tendered a vote of thanks.

### KADANE SELLS INTEREST.

F. A. Kadane has sold his interest in F. A. Kadane & Co., the egg and poultry concern at Dallas, Texas. The purchasers are S. M. Wilson, H. E. Brown and James A. Milstead. Mr. Milstead becomes president and general manager, Mr. Wilson is vice-president, and Mr. Brown is secretary and treasurer. The business is incorporated for \$50,000. Mr. Milstead was vice-president of F. A. Kadane & Co., and has been associated with Mr. Kadane in the produce business for a number of years. Prior to that he was with Swift & Co. Mr. Wilson has been associated with R. W. Wilson in the Piggly-Wiggly stores in Dallas, but has no connection with these enterprises at present, it is said. Mr. Brown until recently was connected with the accounting department of the American Exchange National Bank at Dallas. Mr. Kadane has made no announcement as to his future plans. He is one of the oldest men in point of service in the produce business in Texas. He has been president of the Texas Butter, Egg & Poultry Association and prior to that held other offices in that organization.

The egg production around Holland, Iowa, will be less than last year's, estimates Ben Sonnenberg.

**EGGS**  
**CUTLER**  
**NEW YORK**  
**331 Greenwich Street**

# **STORE YOUR BUTTER, EGGS AND POULTRY**

**Where they are to be consumed**

**Avoid Loss and Delay  
Due to Uncertain Transportation Conditions**

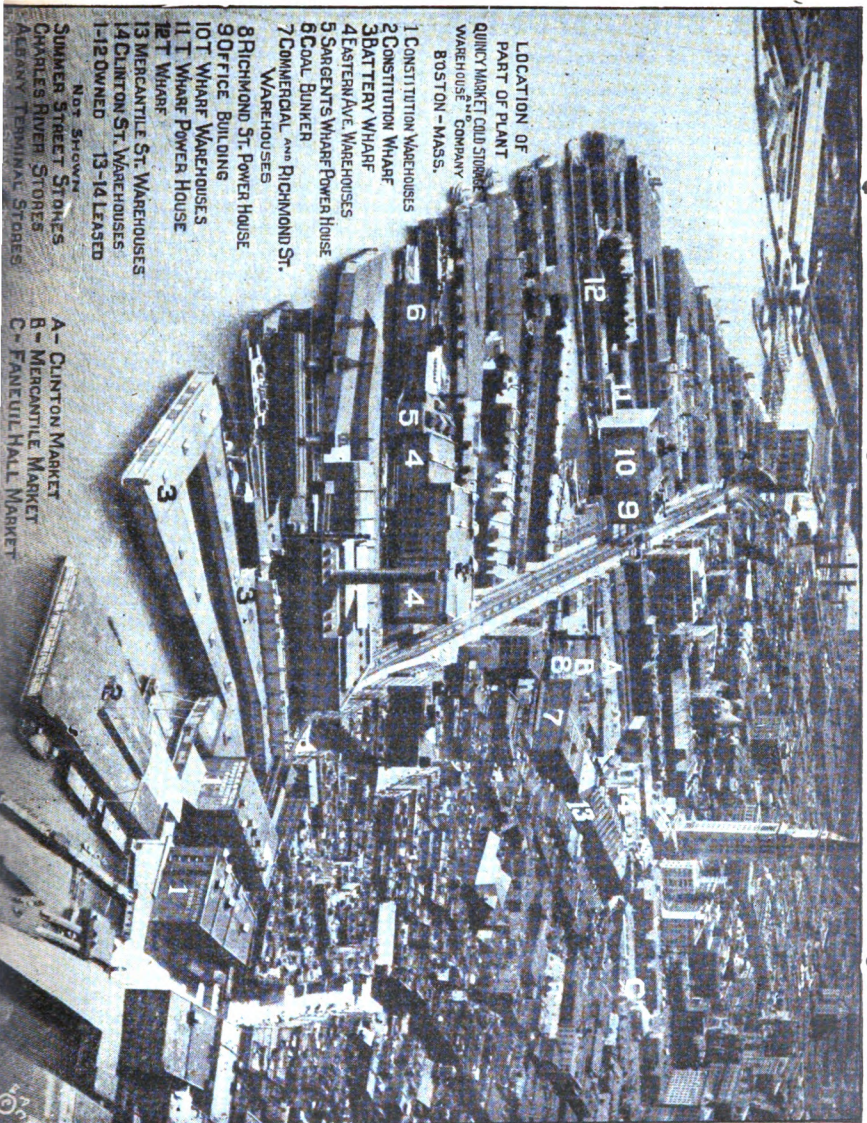
Unless Your Goods Are Stored in BOSTON With  
Us You May Lose Advantage of the  
Most Favorable Turn in the Market

# **Quincy Market Cold Storage & Warehouse Co.**

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00  
Total Space Cooled, 16,400,000 cublo feet**

Goods in car lots should be shipped in name of storer, care Quincy  
Market Cold Storage and Warehouse Company,  
Union Freight Railroad Co., Boston, Mass.



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

Fred L. Kimball Co., Publishers.  
John Andrews, President.  
Hugh G. Van Pelt, Vice-President.  
E. R. Shoemaker, Sec. and Treas.

Egg Reporter Shoemaker, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.

Foreign Subscriptions, \$2.00.

The value of The Egg Reporter reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

Publication Office:

Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., MARCH 20, 1923

## COOPERATIVE MARKETING.

The spirit of cooperative marketing seems to be in the air. It is easy to point to the remarkable success in this respect of certain organizations of citrus fruit growers, which seems to be duplicated in a measure by the raisin growers and the walnut growers of the west-coast country. The big illustration of successful marketing by producers in the egg and poultry industry is seen in the organizations in California and Washington and one or two in the eastern states. The sections—as yet, at least—where such successes can be repeated are few, if any, because of the lack of production in a sufficiently limited territory.

The effort at cooperative marketing of eggs and poultry is now being tried out by the patrons of cooperative creameries. Some have, for several years, been shipping eggs—with success, they claim. Some have been shipping eggs and also poultry, but the latter in a smaller way; and some that have had satisfactory business in eggs are now taking on poultry. This work is being encouraged by state extension departments of various states, and by state marketing bureaus, and in some states considerable work along this line has been done.

Generally speaking, the most pronounced success in cooperation among producers is the cooperative creamery. However, it is urged by some thoughtful men that the manufacture of butter can actually be conducted on a relatively small-volume basis, but that at the present time it is not possible to get in the egg and poultry producing sections (aside from such cases as have been cited above) the necessary volume and quality for successful cooperative marketing of eggs and poultry by the producer, and it may never be possible to get it in the central west producing section.

Commenting on this matter, a very large egg and poultry packing establishment handling eggs in Iowa and in southern Minnesota says:

"No cooperative concern in Iowa or the state of Minnesota will ever be able to control a sufficient volume of egg and poultry business to successfully compete with private enterprise doing business efficiently at large-volume costs. The situation in California is different entirely. In the first place, the people that contribute the supply of eggs specialize on egg production—they produce nothing else; and eggs of a certain character are produced like the middle west produces wheat, corn and other common products. They are produced to the extent that daily marketing is practically a necessity, and these eggs are transported faithfully every day over the California paved and macadam roads to the egg packing plant. Therefore, they have created a product individual in all respects, even to color, and the eggs commonly command a price of from 5c to as high as 10c a dozen over the better middle-west selections. In this particular organization, on the

business conducted last year, we could eliminate entirely our profit—we could refund it to the producer—and he would receive less than 1c per dozen on all of the eggs we bought in 1922. Our volume of business, if handled cooperatively, would of necessity be handled by, perhaps, several different agencies in several different districts, all of which would be compelled to individually market their own eggs. As it stands now, we can market all of these eggs perhaps 10 times cheaper than if the handling and marketing were done by several different agencies. And, if our individual plants were to function individually in all respects, as a co-operative enterprise must necessarily do, the additional expense incurred would eliminate what profit we made on the eggs handled last season. What we mean is that we are handling these eggs for less profit than it would cost the producer to market his own goods—that if our profit were eliminated entirely the producer would, yet, when handling the product himself, receive less per dozen for his product than under present conditions. No, it is not co-operation that the middle western producer needs—it's education. He is losing annually upwards of five million dollars in inedible eggs—eggs that he will permit to become unfit for food as a result of negligence in gathering and marketing. He is losing another couple of million dollars a year in dirties and mud balls and undersized eggs produced by mongrel fowls. When these advocates of cooperation lead the producer to believe that collective marketing has been the secret of the California producer's success, they are feeding them pure bunk. When the middlewestern producer will produce the same quality as is produced in the Petaluma district of California, we will guarantee to net the producer more money from the goods than any cooperative marketing association ever can. In the state of Missouri a few of these organizations are going with a certain amount of what appears on the surface to be success. The actual inside story is a different affair. We are not fearful of cooperative marketing as it can never compete successfully and on any extensive scale, with the facilities developed by established individual operators."

The above is the view of one very large and successful operator. Not all egg and poultry operators feel just as certain as to the final outcome of the cooperative marketing effort on the part of egg and

poultry producers. Anyway, regardless of what conclusion we have reached—if any has been reached—it is well to bear in mind that, as ew said at the beginning, the co-operative idea is "in the air." It's not only in the air. It is being tried, and, doubtless, particularly in the communities where the cooperative idea is particularly strong, and is rather certain, we think, to gradually grow, though it may not get to be of any moment. But watch it and think about it, anyway.

—o—

You can usually count on Iowa to give you a touch of genuine winter weather before she gets through with each season. We got it late this winter—in fact, a big batch of it came just when winter was supposed to have been gone. But we got it just the same. Three big snowstorms we had in middle March, one following the other, the second and third arriving before we had gotten cleaned up and properly moving from their predecessors. Not only were all the railroads in the central west badly disabled, but some were practically tied up for several days. On top of that, many egg-delivery trucks—big and little—in country collecting sections—were stalled in the drifts or kept at home. We know one truck load of eggs that was carried to a farmer's cellar to avoid freezing. Traffic has opened up again, the snow is rapidly disappearing, the country small-point accumulations are getting to the centralizing point and on to the city market, the hens are busy—and, believe me, there'll be eggs—a little later than usual, perhaps, but there will be eggs for all.

—o—

FIGURING eggs at 25c a dozen, \$10,000,000 more profit may be realized by farmers of Nebraska alone by increasing the average production per hen to 150 eggs per year, according to authorities of that state. "If a hen and a half lays an egg and a half in a day and a half," etc.

—o—

MORE than one-half million pounds of butter was shipped into Japan in 1922. Only 10 per cent of this came from the United States.

## CHICAGO POULTRY.

The poultry market here is showing a stiffer position. Steadily advancing prices have been the order recently, and, while receipts have been fairly good, the demand from local trade has been sufficient to take up the offerings and to keep the market clean. The outlook here is said to favor stronger markets in the near future. Consumptive demand is good. Stocks which come up to grading requirements are selling quickly. Turkeys are showing a stronger position, reaching the high mark of 25c today. Springs are moving well with prices showing an upward trend the market reaching 27c at the close today. This price on springs represents an advance of about 4c in the past two weeks. Since the first of this month the local poultry market has been doing a much better and more appreciable business, and the bullish element is now having an inning. Fowls have reached 26c. The demand for roosters has not been as heavy as in some of the other runs, and this supply has suffered a decline, closing today at 16c.

Harrison F. Jones, executive secretary of the National Poultry, Butter and Egg Association, looked over the top of a pile of accumulated work at THE EGG REPORTER representative and smiled: "I'm back in the city again, after attending the egg conventions," he said, "but not for a vacation. Here's what has been piling up for me while I was attending the conventions," and he pointed to the work that had been gathered together for him to take care of. Mr. Jones arrived in Chicago after attending the convention, March 10th. The entire week previous to that date he had been out of the city.

Dallas, Texas, April 5th, is the date and place on which a hearing will be held on Tariff 113 of the

Southwestern lines pertaining to revisions in rates on poultry, butter and eggs from interstate points in Texas, Arkansas and Oklahoma. At this hearing will be taken up the tariff which has been suspended by the Interstate Commerce Commission on protests filed by shippers and their representatives. The Live Poultry and Dairy Shippers' Traffic Association registered a protest in the interests of members, stating that the tariff purports to increase the mixed carlot rating on butter, eggs and poultry from Texas, reducing some and increasing other rates on poultry, butter and eggs from Oklahoma and increasing live poultry rates from Arkansas unreasonably.

E. C. Gessell of Ames, Iowa, was on this market recently, as was also F. H. George of Fort Wayne, Ind.

Chicago isn't such a bad place at that. This is the opinion of Tom Gallagher Sr., who has just returned from a trip to Florida, where he rested up a bit, and, after taking the winter edge off his golfing abilities, started back to Chicago. Nor did the real winter weather this city has been experiencing recently change Mr. Gallagher's feeling about it.

S. Edward Davis, executive secretary of the Chicago Mercantile Exchange, is back on the scene of action again after being ill at his home. Mr. Davis came back to his office this week, after a second period of illness. He had been contemplating a trip to Hot Springs, but is now undecided.

Clarence E. Cromer, head of Cromer & Brown, is now in Hot Springs for a short stay. He left Chicago last week, expecting to be back within a few days.

James P. Hickey, formerly numbered among the Chicago trade, when he was identified with Harry H. Redfern & Co., paid a visit to the city and called on all of his

# **William B. Turner Co.**

WHOLESALE DEALERS IN

## **Butter, Eggs and Poultry**

**No. 10 South Water Street  
Philadelphia, Pa.**

**We have unlimited outlets for all grades of Butter, Eggs, and Poultry, and solicit consignments.**

# Why Rice-Straw Fillers Are Best

All egg case filler manufacturers make good fillers but the Southern Egg Case Filler Company, Inc., feel that they have one just a little better. Our reasons for making this statement are as follows:

We had Dr. Andrew Wallin, chemist for the Glass Containers Association, make a laboratory test between board made from wheat straw and rice straw.

This test was made in a very damp cellar with the following results:

The first 24 hours board made from wheat straw showed 9.49% moisture, and the board made from rice straw showed 7.98% moisture.

After hanging in this cellar for additional eight days the results were as follows:

Board made from wheat straw showed 22.01%, and the board made from rice straw showed 20.40% moisture, which proves that egg case fillers made from rice straw are far superior to those made from wheat straw.

These are absolute facts.

We will be glad to receive your inquiries.

**Southern Egg Case Filler Co.**  
INCORPORATED  
**NEW IBERIA, LA.**

friends here recently. Mr. Hickey is now with the Tracey-Schumaker Company at Ortonville, Minn., butter, egg and poultry shippers with whom he became identified only recently.

A. C. Collyer, of A. C. Collyer Co., recently made a lengthy visit to Chicago while looking over the various markets. He has many friends in this market who were glad to see him. A. C. Collyer Co. has its offices in Boston.

Frederick R. Moles, considered in this city one of the most prominent members of the butter trade, died at his winter home at Miami, Fla., early this month, according to news dispatches from that city. Mr. Moles was 65 years old and was numbered among the pioneers of the butter trade. His death is reported due to heart trouble. Chicago members of the butter trade knew the deceased well. He was a frequent visitor here, and a member of the Chicago Mercantile Exchange. He was formerly identified with the Harding Creamery Company, Omaha, Neb., but more recently had been operating from Freeport, Ill.

Returning from the egg conventions to their recently opened offices at 168 West South Water street, Dan J. Coyne Jr. and M. E. Nevins,

heads of the firm of Coyne & Nevins, recently established, stated that business was going along well. Mr. Nevins represented the company at the Decatur and Owatonna meetings and Mr. Coyne at St. Louis and Des Moines. Mr. Coyne has just announced that Andrew Ericson, of Morris & Co., for the past several years, and recently butter buyer for this company on South Water street, will be identified with Coyne & Nevins in charge of butter sales, starting April 1st.

Charles McNeill, head of C. E. McNeill & Co., of this city, is going to make a short trip to California. He is going to Los Angeles to see his daughter on the occasion of her 16th birthday. Miss McNeill has won recent fame as an aesthetic dancer. Mr. McNeill expected to leave Chicago the latter part of this month to be gone about a month. While in Los Angeles he will stop at his winter home with his daughter and Mrs. McNeill, who have been in California for the past six months. Miss McNeill's ability as a danseuse has won for her a leading feature in the production of moving pictures, and it is stated that she is now booked for "big time" cinema productions.

There is said to be a proposal on

# IF!—

**If you have eggs to sell;**

**If you believe in the New York Market;**

**If you would rather sell in this great market than at your shipping point;**

**If you need someone to do your selling in New York;**

**CONSIGN ME OR AT LEAST WRITE**

## **GEO. E. CUTLER**

**Eggs Exclusively — Established in 1894**

**331 Greenwich Street**

**NEW YORK**



**We are**  
**BUYERS**  
**of**  
**Fancy Graded**

***EGGS***

**Wire your offerings**

**Mersel & Fortgang**

**191 Duane Street**  
**NEW YORK**

the dockets of the Central Freight Association which will, if made effective, establish a uniform charge of \$6.50 for stopping in transit of all butter, eggs and poultry shipments in Central Freight territory. A uniform charge for this service has been asked for by the proponents, it is said, especially in their territory, which is in the Central Freight limits.

Storage in transit at Buffalo, denying the privilege to points in Canada "other than outbound movements via roads east of Buffalo," is another proposal on the dockets of the Central Freight Association.

F. Meinhardt, of Maquoketa, Iowa, was among the recent visitors to this market. During his stop here he was a visitor on the Chicago Mercantile Exchange, attending calls.

Olaf Norum has been appointed to fill the position vacated by Dan Coyne Jr., with Coyne Brothers, Chicago, when the latter resigned to go into business under his own name. Mr. Norum has been identified with the trade for the past 10 or more years. For the past nine years he has been with Coyne Brothers, and, through this connection, has travelled among the shippers, making many acquaintances in that branch of the trade.

#### NEW ORGANIZATION.

It was reported at the St. Louis convention that an organization of the carlot live poultry shippers of the middle west was under way, it being the intention to incorporate for \$100,000, or thereabout. It was said that \$10,000 worth of stock had actually been subscribed at the convention. The details of the proposed organization are to be worked out and a meeting held later, at which time the officers will be elected and the organization started if it is decided to proceed further.

#### NOW SOLE OWNER.

Robert C. Kersten, 203 Market Bank Building, Minneapolis, advises The Egg Reporter that he has bought out the entire interest of J. H. Kersten in J. H. Kersten & Co., and is the sole manager now and owner of J. H. Kersten & Co. He will specialize in carlot egg business.

#### NEW ILLINOIS HOUSE.

T. Henry Dean, it is reported, is to open a poultry, egg and cream house at Rushville, Ill. Mr. Dean has for a number of years been connected with the packing industry.

## COLD STORAGE

for

## E G G S

The best located and most strategic Storage-in-Transit distributing point in the East. Special inspection service on carload eggs for storage. Strictly modern warehouses. Strong financial resources. A broad policy of Service and Accommodation.

**Hygeia Refrigerating Co.**

**ELMIRA, N. Y.**

# FEATHERS WANTED

Ship your Feathers  
and Quills to us for  
full market prices  
and prompt returns.



**We Pay  
Highest Market Prices**

**KANSAS CITY  
FEATHER CO.**

**Kansas City, Mo.**

## REFRIGERATION IN SWEDEN.

The following is from the pen of Walter H. Sholes, American consul at Goteborg, Sweden, under date of Nov. 15, 1922:

"The use of cold storage may be in its infancy in Sweden, but refrigerating methods employed at Goteborg will undoubtedly be of compelling interest to the warehouse and export interests of the United States. American fishing establishments probably will find Goteborg's system especially instructive.

"So far as it is known, only one large cold storage and ice making plant is in operation in this consular district, namely, Aktieholaget Svenska Fryserierna, Goteborg, which has a cold storage floor space of about 43,000 square feet and can store 1,500,000 kilograms of fish. This concern is said to be the largest refrigerating plant in use in Scandinavia at present and has an especially favorable location. It offers excellent facilities for storage of goods in bond, as well as for subsequent transit shipments.

"The freezing method used by it is the so-called Ottosen wet method. It is claimed that this system works 20 times faster than air-freezing, be-

sides which the frozen foodstuff retains its structure and quality unchanged, so as to be exactly like fresh when thawed up, as the elements of taste, as well as of nourishment, are retained in the cells of fish or meat frozen by the wet method.

"The temperature, it is said, can be brought down to 16 degrees below zero, centigrade, and can be varied according to requirements for storage of foodstuffs that should not be frozen,—for instance, eggs, fresh fruit, and similar articles—so much the more as the air in the storage rooms can be kept circulating, if desired.

The refrigerating company, however, subjects its fish to the wet freezing method before shipment, and is loud in its praise of the results obtained. Frozen fish has been delivered by the company to the Swedish army and navy at different places in Sweden, regarding which very favorable testimonials have been received. Recently a trial shipment of fresh fish was sent to Vienna. On account of adverse circumstances the time of transportation was 15 days, and still the fish arrived in such a perfect condition that 44 persons sent a letter of thanks for

# Let TITE-PACK

Have a chance to

**PAY YOU**

**\$6 to \$14**

**per car of eggs shipped**

Passed by

Consolidated Freight Classification Committee  
Shippers

Mercantile Exchanges

**DON'T BUY FILLERS** until you  
write and let us tell you about it.

## TITE-PACK FILLER CO.

728 West Madison Street  
CHICAGO, ILLINOIS

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

### The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.



The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....

Town.....

State.....

the successful venture. Encouraged by this, the company has now commenced negotiations for considerable shipments of frozen fish to canning factories in the Balkan states. A trial shipment has also been sent to Barcelona, Spain.

"It is considered that this method of sending fish must grow more and more popular, as the old way of sending fish mixed with broken ice always involves more or less risk and adds considerably to the freight. Such ice usually weighs, originally, 30 to 40 per cent of the total shipping weight of the goods, and in warm or mild weather the ice soon melts, soaking out some of the nourishment from the fish and making the meat soft and less palatable. It is claimed that fish frozen through and through will stand much longer transportation, and persons interested in the sale and distribution of this commodity now have great expectations, as it happens occasionally that large catches cannot with advantage be disposed of locally.

"It is further reported that parts of a parcel of Australian frozen mutton were stored in the warehouse of the Svenska Fryserierna for a time of about two years and were still in good condition.

"The cost of storage only is calculated per kilogram and month, or per parcel or package and month or fortnight, as may be agreed upon, and prices vary according to quantity of goods and temperature to be applied.

"The company also forwards goods and performs work connected therewith."

#### PROBABLY LESS.

"E.C.H." is the trade mark under which E. C. Hartzell, Rossville, Kan., packs his eggs and poultry. He does not expect quite as many eggs as he had a year ago by about 20 per cent. His weekly egg receipts are 50 cases.

#### NEW KANSAS PLANT.

The Paden-Thompson Produce Company of Dodge City, Kan., are building a new plant 65 feet wide by 75 feet deep and containing two stories and basement. They hope to have it completed about May 1st. It will cost about \$40,000.

Austin & Norswing, Dennison, Minn., estimate the egg crop will be about 20 per cent in advance of last spring's.

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Canners, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS

# EGG CASES

**"Only One Kind—The Best"**

COTTONWOOD STOCK, manufactured strictly  
under railroad standard requirements.

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35 YEARS' EXPERIENCE in serving the egg case  
trade of the entire country has estab-  
lished the symbol

**"A-T-Co."**

as a Standard for QUALITY in Egg Cases

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**Quality goods should be shipped in Quality Cases**

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**"A Request will bring a Quotation"**

Ample Trunk Line Facilities—Prompt Shipments

**ANDERSON-TULLY COMPANY**  
**Memphis, Tenn.**

J. G. Cherry Co.—Cedar Rapids, Iowa—Peoria, Ill.  
St. Paul, Minn.

**—SALES REPRESENTATIVES—**

## OHIO EGGS AND POULTRY.

BEING THE ADDRESS OF PRESIDENT W. F. BARNES OF THE OHIO BUTTER, EGG AND POULTRY ASSOCIATION, AS DELIVERED AT THE RECENT ANNUAL CONVENTION OF THAT ORGANIZATION, HELD IN COLUMBUS.

The year of 1920 placed egg prices upon the highest level ever recorded, and these high price levels were maintained after other agricultural products had begun to react from the wartime inflation. During 1921 grain farming fell into a demoralized condition, and egg production, which afforded prompt cash returns, received an increasing attention in all agricultural communities, cheapening grain prices led to better feeding of poultry, and the importance of poultry and eggs as one of the few sources of cash return led to increased flocks and better care on the general farms besides greatly stimulating the specialized poultry industry.

The importance of Ohio as an egg-producing state is evidenced in the recent report of the Bureau of Markets as reflected by the receipt of 514,248 cases of Ohio eggs in New York for the year 1922; an increase over 1921 of about 57,000 cases. That consumption has kept pace with the increased production may be noted in the comparison of New York's total receipts of eggs for the year 1922, when this market received 6,821,079 cases as compared with 6,681,000 cases in 1921. The egg and poultry business, which is one of the greatest industries of the country, is of considerable importance in our state, Ohio occupying fourth place in point of production, and, after supplying her home needs, shipped more eggs to New York during the past year than the combined shipments of the state of California, Washington and Oregon.

Many men in Ohio and other states are realizing the rapid growth in the demand for eggs as an article of daily consumption. As a result increasing numbers are constantly going into the raising of chickens of egg laying qualities. The outcome of this has been more eggs, but, as rapidly as the production has increased, the demand has increased correspondingly.

The stress of poultry production has been largely upon an increased lay of eggs. Hens and chickens of the heavier breeds, the more desirable stock for the table, are coming in lesser supply on our markets. Consequently, they are commanding higher price. The reverse is also

true. Those of the lighter weights, less adapted for eating, are commanding a reduced figure. It is the less desirable table qualities of the smaller breeds, such as Leghorns and Anconas, and the consequent lower price received for them, when sold by the dealer, which is making a price differential in favor of the heavier fowls. It should be our purpose to encourage breeders to give more attention to the producing of heavier and better table fowl, such as Rhode Island Reds, Wyandottes, Plymouth Rocks and others of the heavier types.

Along with the development toward a greater production in our field of activity has come a corresponding development of those facilities of marketing, transportation and refrigeration, which has made it possible for the people of our larger communities to draw in perishable food products from every section of the country and preserve them until needed. Only by doing this can modern industry continue and the health of the people be maintained.

Time was, when man began life in those regions where there was a fairly continuous production of food the year round. Early food storage was confined largely to the laying by of the natural grains and nuts much after the manner of the smaller animals. As man learned to provide in the producing season against the needs of the non-producing season, he passed from the nomadic to the agricultural stage. Having learned how to store food products of various sorts, he found it possible to live in communities and decrease the danger of famine. But it was not until he learned how to transport and preserve perishable products in palatable form that he has been able to maintain himself in the highest state of health and exist in the large cities and industrial centers. The development of cold storage and refrigeration has contributed in developing this higher form of civilization. But for our ability to preserve perishable products until the period of limited or non-production there would be no incentive to the farmer to produce more abundantly than might be necessary to supply the needs of his immediate community.

We can all remember when the production of butter, for example, was limited to the amount which could be used within a radius of a few hundred miles. It was produced mostly on the farm, and there were almost as many grades and qualities as there were producing farms. With





# Egg Case Fillers

**Egg Cases and Supplies**

**5** **Reasons Why**  
**The Indiana Board**  
**and Filler Co.**  
**Can Serve You BEST!**  
**VINCENNES, Indiana**  
**MEMPHIS, Tennessee**  
**URBANA, Ohio**  
**DECATUR, Indiana**  
**EVANSVILLE, Indiana**

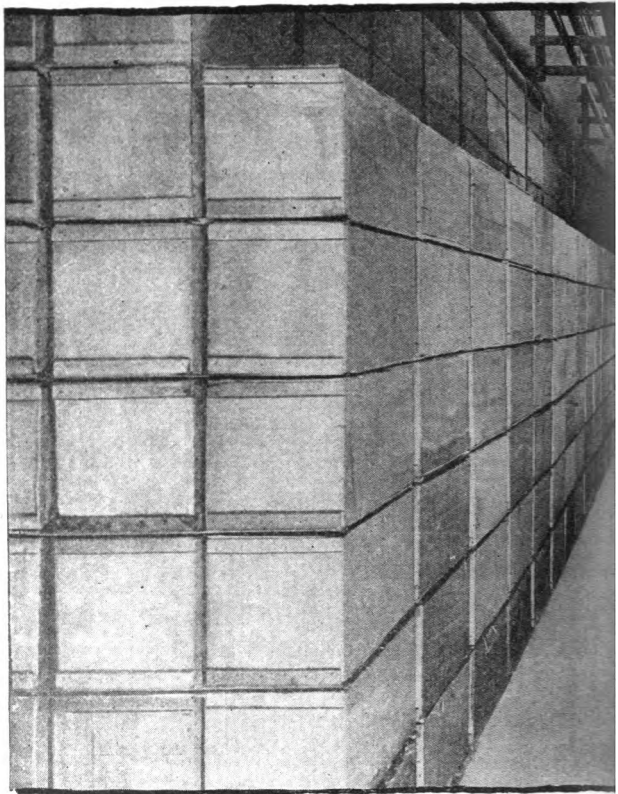
**You Are Near One of Our Plants**

**— BEST QUALITY —**

**Quick Service**

**Low Freight Rates**

# Where Qu



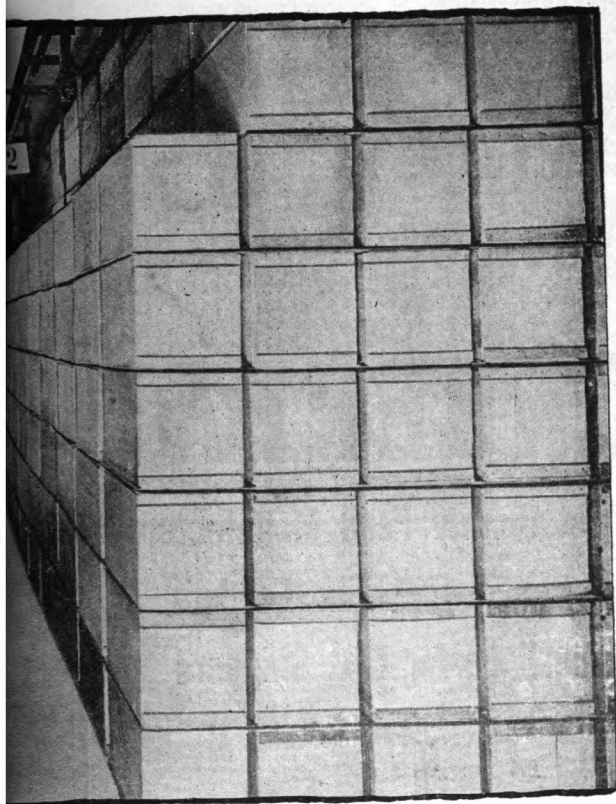
View showing eggs in storage, pa

—and it

## CHICAGO MILL A

## CHICAGO

# ty Counts



ago Mill" Monogram Egg Cases

ys does.

# UMBER COMPANY

# LINOIS



# WONDERFAT

The Highest Quality Feed Manufactured  
Station Feed for Milk Feeders  
Shipping Feed for Live Shippers

FOR FURTHER INFORMATION WRITE

V. R. COMBS

Produce Exchange Building  
KANSAS CITY, MISSOURI

Sales Manager

**WONDERFAT POULTRY  
FEED DEPARTMENT**

ARCADY FARMS MILLING CO., Chicago, Ill.  
CLOVERLEAF MILLING CO., Buffalo, N. Y.  
GOLDEN GRAIN MILLING CO., East St. Louis, Ill.  
TRIANGLE MILLING CO., North Kansas City, Mo.

improved transportation, development of better cars and better refrigeration, butter has become an essential factory product, until at the present time factory production of butter exceeds farm production, and the demand of our markets reaches out across the seas.

The business of accumulating and storing butter, eggs and poultry in time of flush production, preserving them safely and distributing them in time of scarcity, is necessarily a part of production and equal in importance and dignity. The duties and responsibilities of the producer are no greater than the duties and responsibilities of those who collect, store and distribute. As handlers and distributors of these food products we perform a national service, and the efficiency with which we perform this service has much to do with the maintenance of the original production on the one hand, and the maintenance of the health of the people on the other. The introduction of mechanical refrigeration has made easier the transportation and storage of our products, and, therefore, has helped to maintain adequate production. It has also helped to stabilize prices to the consumer and to provide him with necessary quantity during the season of slack

production. Except for these facilities, the producer very often would be compelled to accept ruinously low prices, and the consumer would be compelled to do without, or to pay ruinously high prices. Very often the consuming and producing public take an inconsistent attitude toward those who make it their business to buy, handle, store and distribute food products. Instead of looking upon our business as not only legitimate, but as indispensable to an even supply of food throughout the year, both producers and consumers have at times denounced it and condemned those engaged in it as food hoarders and profiteers. Such a view is most unjust. No fair minded man, whether he be producer or consumer, can fail to look upon the storage of food products, in any other light than that of a necessary public service. Both the producer and consumer, however, have a right to expect of us who are engaged in this business that our business shall be so conducted as to preserve the wholesomeness of the foods, and that productive rather than speculative effort only shall be rewarded.

Much is being said on every hand of cooperative marketing. It seems to have become a habit with the

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker**  
**ASSOCIATE HOUSE OF: LEWIS-MEARS COMPANY, BOSTON, MASS.**

general public to construe any objectionable references to the middle man as applying to dealers in perishable food products. Marketing is our business; a natural outcome of the necessity of the producer, an accommodation to the consumer and at least thus far we offer the best and most economical channel of distribution. There is probably no term in common use that has been subject to more misconstruction, abuse and misappropriation than that of 'cooperative marketing.' Let us grant that the term is intended to convey cooperation in its true and broadest meaning when used—such as cooperation of producers towards providing economy of production and an adequate supply; of distributors to accomplish and maintain an even distribution, supplying the consumer with regularity and at reasonable costs and the opening of new markets for the encouragement and enlargement of the producing industry, of the railroads and other transportation companies that suitable and efficient equipment and service may be furnished with fair and equitable rates with a proper consideration of the nature of the product, and its especial needs and requirements and reasonably in harmony with past and present conditions. A true cooperation between all these factors with a due regard to the interests of all and the needs of the hour and with the first consideration, the public welfare, would go far towards reaching a satisfactory solution.

To agitators and those having a selfish interest to serve, it serves as a ready answer to the perplexing question of how to reduce living costs. While food is only one of the commodities entering into the cost of living, it is essentially a first consideration. Our products perhaps more than any others, subject in price to the law of supply and demand, furnish apparently one ex-

cuse for its principal consideration and a possible reason why our particular business is singled out for attacks that could emanate only from a lack of understanding and misconception of it. Seemingly the term cooperative marketing, tends to convey to the public mind an elimination of the so-called 'middleman.' The fallacious argument that the theory of 'direct from the producer' is a desirable substitute for the existing economic system of distribution is apparently finding new advocates and credulous believers. The consumer is peculiarly susceptible to contagion from this theory whenever prices are apparently high, but on the other hand, at times of market depression and low values, the producer is just as susceptible to the theory that cooperative marketing implies a combination of producers whereby prices may be controlled by them. We do not oppose any theory or method of food distribution that in practice is a fitting substitute for our business as it is conducted. Experience has shown that the producers' prosperity reflects our own, and that his adversity is our loss. Favorable or unfavorable legislation affect each alike. Development of new markets and new avenues of consumption stimulate and add to our opportunities equally. There is a natural affiliation of interests and an incentive for cooperation and we so declare ourselves.

#### FARMERS MORE INTERESTED.

Forty cases of eggs are being received each week by the Farmers' Produce Association, Hampton, Neb. They ship their eggs to Omaha. Interest in poultry raising is increasing in their territory.

"My egg receipts are very light," reports H. Morley, Cedar Springs, Mich. "I do not anticipate any increase in the spring crop."

## ADAMS, CHAPMAN CO.

37 North Market St.—37 Clinton St.

BOSTON, MASS.

Established 1867

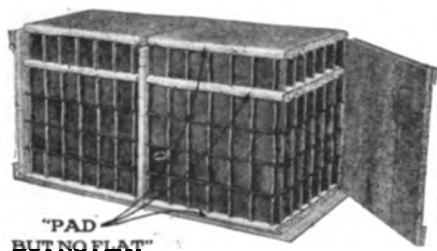
**Our best ad is—SATISFIED SHIPPERS**

**We solicit your consignments of**

**POULTRY AND EGGS**

**Carlots or less**

# No Longer an Experiment



Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of New Standard Honeycomb Fillers, or New Standard Cases.

The Railroad and Express Companies are now advocating a general use of the Pads, as the results of the past season prove that, when Pads are properly used, SIX TO THE CASE, as shown in cut, breakage can be reduced to a minimum heretofore thought impossible.

Be sure Pads you buy are of Standard Construction, each Pad bearing the name and address of the Manufacturer.

## EXCELSIOR WRAPPER CO.

### MANUFACTURERS

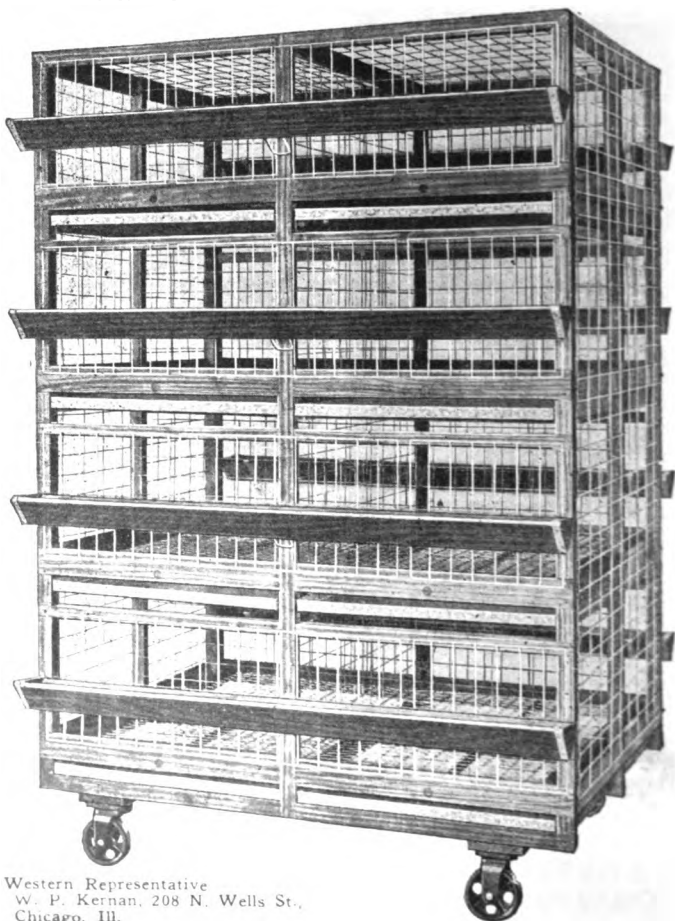
Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

# DANLEY BATTERIES

**ISN'T** it time you began to think about the batteries you will need this season?

We can save you 30 to 40 per cent by equipping with our batteries. They are the most sanitary, built upon honor, for durability, and sold at reasonable prices, and the trade is taking advantage of these facts, and are ordering early, as we have double the orders booked now of any other season this early. As there is no possible chance for batteries and cooling racks to be any cheaper this season, we advise early ordering. Write today for prices. Do it **NOW**.



Western Representative  
W. P. Kernan, 208 N. Wells St.,  
Chicago, Ill.

**DANLEY SANITARY MFG. COMPANY**  
Department Y

**ST. JOHNS, MICHIGAN**



# **Egg Cases Chicken Coops Poultry Boxes Butter Boxes**

**QUICK  
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**NATIONAL  
BOX COMPANY**

General Offices :  
38th St. and So. Racine Ave.  
CHICAGO, ILL.

Eastern Office :  
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PHILADELPHIA, PA.

**PLANTS AT  
CHICAGO, Ill., and NATCHEZ, Miss.**

## NEW MINNESOTA HOUSE.

H. M. Rose, formerly of the Miller, Rose Company, of LaCrosse, Wis., has announced his intention of erecting a poultry and egg plant at St. Cloud, Minn. This is to be started at once and to have a capacity for feeding 50,000 chickens. A carlot business will be done and, when the plant gets into full operation, it is hoped to employ 50 persons and to ship 250 cars of poultry and eggs the first year. He will operate as the H. M. Rose Company.

## COOPERATIVE ASSOCIATION.

At Superior, Wis., the Cooperative Live Poultry Shipping Association has been organized by farmers living in several counties in that vicinity. Jens Jensen of Luck has been elected as temporary president. A meeting has been called for May 26th, at which time a manager will be elected, shortly following which, at least by the middle of July, the organization expects to begin shipping.

## TENTH MORE TOTAL.

Thirty to 40 cases of eggs are the weekly receipts of W. L. Edmondson & Co., Loraine, Tex., which is about the same as for this time last year. An increase of 10 per cent is looked for in the spring lay.

## BIGGER LAY LIKELY.

Jno. C. Spencer, Lynchburg, Tenn., writes that he is getting 75 to 100 cases of eggs per week, which is slightly more than for this time last year. He believes that the spring lay will be larger than last season's.

## TO RAISE MORE.

Egg receipts of 15 to 20 cases weekly are reported by A. Wustefeld, Greeley, Kan. There is a tendency on the part of farmers to raise more poultry this year, he says.

## EXPECTS FOURTH MORE.

S. L. Sickels, Elsie, Mich, reports that he is now shipping eggs in carlots, that his weekly receipts are 225 cases and that he looks for the lay to be one-fourth more than last spring's.

At LaGrange, Mo., the Farmers' Cooperative Company and the LaGrange Poultry Company are both buying eggs.

## THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.  
ALTAMONT, ILL.**

# Egg Storage

Under management that has satisfied the most critical egg merchants for twenty years.

## Union Terminal Cold Storage Co.

**JERSEY CITY, N. J.**

Located on Main Lines of Erie R. R. and D. L. & W.  
R. R. Track Connections with all Railroads.

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## Manhattan Refrigerating Co.

Gansevoort and West Washington Markets

**NEW YORK CITY**

On Tracks of New York Central R. R.

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## Kings County Refrigerating Co.

**WALLABOUT MARKET--Brooklyn**

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Modern Equipment—Proper Temperatures—Low Insurance  
Unequalled Railroad Facilities—Ideal Location for  
Selling and Distribution—Liberal Advances

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

## MISSOURI'S SUMMER EGGS.

The state-wide egg standardization program of the Missouri State Marketing Bureau which began last July 5th, came to a close November 1st, except as it will be carried on through the winter months in a modified form. As many as 18 specialists were engaged in this work during July, August and September. A total of 38,150 dozens of eggs were actually candled and graded by the State Marketing Bureau representatives. These 38,150 dozens of Missouri eggs were candled and graded at 383 towns in 97 counties of the state, covering practically every section. A total of 454 candling and grading demonstrations were held during the summer's campaign. Six grades: extras, No. 1s, No. 2s, dirties, checks and rots were followed.

A total of 38,150 dozen eggs were found divided into the six grades, as follows, for the state: Extras, 1,907 dozens, or 5% of the total number of eggs graded; No. 1s, 10,301 dozens, or 26%; No. 2s, 20,601 dozens, or 54%; dirties, 2,289 dozens, or 6%; checks, 1,526 dozens,

or 4.5%; rots, 1,526 dozens, or 4.5%.

Fifty-four percent (54%) of Missouri's summertime eggs are No. 2s. Approximately one-half as many, or 26%, are No. 1s. If Missouri egg producers would "Swat the Rooster" on June 1st each year, gather and market eggs frequently, and if Missouri egg buyers would candle and grade eggs and purchase them on a strictly quality basis, the preceding figures on No. 1 and No. 2 eggs during hot weather could be reversed. That is to say, 54% of the eggs marketed during the summer months should be No. 1s. At the present time only 26% of the Missouri eggs marketed at the primary markets during hot weather are No. 1s. If by proper care of eggs during the summer months the figures for No. 1 and No. 2 eggs should be reversed, and the quality of all grades increased, there would be an annual saving of more than one million dollars between the producers and the primary market. Obviously, since the egg is entirely within the hands of the producer up to the primary market this \$1,000,000 annual saving would be added to his bank account.

**When You Want the Coin—Ship to Coyne**

Established 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**FRESH EGGS WANTED**

**LIVE AND DRESSED POULTRY**

Net Capital Exceeds \$200,000.00

Telephone Main—2834

119 W. Southwater St.

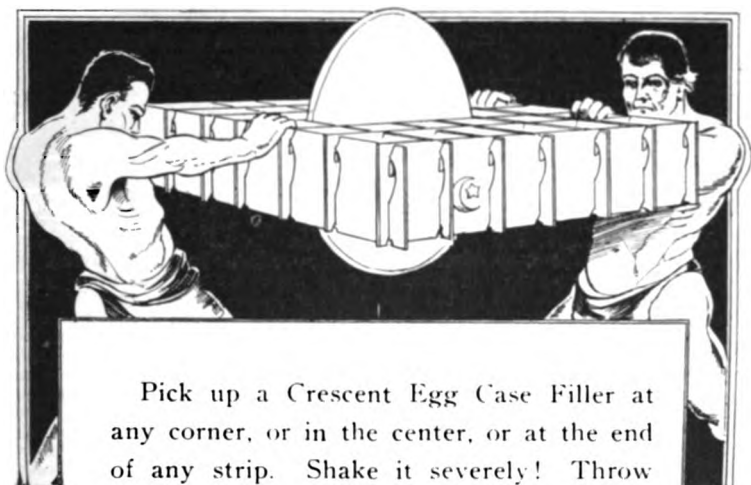
CHICAGO

**S. S. LONG & BRO., INC.**

**WHOLESALE DEALERS IN  
BUTTER, EGGS AND CHEESE**

42 North Moore St.  
NEW YORK

**We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments**



Pick up a Crescent Egg Case Filler at any corner, or in the center, or at the end of any strip. Shake it severely! Throw it around! Treat it rough! The lock stays locked—you cannot shake it apart. It gives a perfect “cushion” protection to the egg.

This demonstration should convince the most skeptical that the Security Lock as obtained on Crescent Fillers is the one perfect lock. Because of its unique design it gives a perfect lock without weakening the filler strip by excessive cutting or slotting.

Crescent Fillers are made at Coffeyville, Kansas, the home of long-fibred wheat straw, which is another reason for their unusual strength.

Send for free sample and see for yourself.  
Address

## **The Creamery Package Mfg. Company**

61-67 W. Kinzie St.  
Chicago

406-8 Sycamore St.  
Waterloo, Iowa  
1408-10 W. 12th St.  
Kansas City, Mo.

113-15-17 S. 10th St.  
Omaha, Nebr.

The following table shows the results of the summer's grading campaign by sections:

Section	Extras	No. 1
Northwest	2.01	15.51
North Central	4.71	23.36
Northeast	2.73	26.60
West	2.38	21.47
Central	7.97	30.47
East	9.45	27.69
Southwest	4.06	29.72
South Central	7.31	33.92
Southeast	7.10	30.9
The State	5.08	26.09

Results from the 6,489 dozen eggs candled and graded in the strictly Ozark counties comprising the entire southwestern part of the state show that the eggs from this section rank high with respect to the other sections. The eggs, handled in strictly Ozark counties were divided into the six grades, as follows: Extras, 6.97%; No. 1s, 30.44%; No. 2s, 47.49%; dirties, 5.61%; checks, 3.83%; rots, 5.66%.

The results grouped according to sections of the state indicate where conditions are the best. The facts are, in a measure, surprising because it has generally been believed that the highest percent of bad eggs and those of inferior quality would be found in the southwestern sections of the state. Actual figures compiled from the results of candling and grading of the eggs show that eggs from the Ozark counties are somewhat superior in quality to the eggs representing the average for the state.

There has been, no doubt, considerable unmerited criticism of the eggs produced in the Ozarks. Inferior quality eggs from nearby states have often gone into the terminal markets as originating in the Ozark sections of Missouri. Furthermore, the egg trade has apparently not given sufficient consideration to the vast improvements in production and handling of eggs in Missouri Ozark counties during

recent years. The people in the Ozark counties of Missouri depend almost wholly upon poultry and

No. 2	Dirties	Checks	Rots
66.82	7.22	4.52	3.92
57.18	7.07	4.61	3.07
58.61	4.27	5.29	2.50
54.98	6.78	4.16	10.23
49.06	5.54	4.13	2.83
53.52	4.22	3.04	2.08
48.55	5.61	6.15	4.91
45.45	5.94	2.56	4.82
44.16	9.14	4.23	4.47
54.27	5.95	4.31	4.30

dairy products for their living. It is to be expected that, other conditions being equal, they should specialize in the egg producing business in a way to market a superior product. Egg production does not bear the same important relation to agriculture as a whole in north Missouri as it does in the Ozark counties. In the Ozark counties, egg production is one of the major agricultural industries. In most counties of north Missouri egg production is a sideline as compared with field crops and live stock farming.

Considering the figures by counties, it was found that the best eggs are found near large local markets where fresh eggs are readily sold direct to the consumers. The same condition seems to be true in territories in which a large egg packing plant is located, where eggs which are precooled after being brought fresh from the country bring a higher price per dozen than eggs from territories remote from such egg packing plants.

During the campaign the field men of the State Marketing Bureau weighed 17,236 dozen eggs out of the total 38,150.42 dozen which they handled. Approximately one-half of the eggs produced are under the minimum weight for No. 1s. The standard weight for No. 1s is 22 to 24 ounces per dozen. These figures should have particular appeal to the

WE GIVE SERVICE THAT BRINGS RESULTS

# COLD STORAGE

ALL MODERN FACILITIES

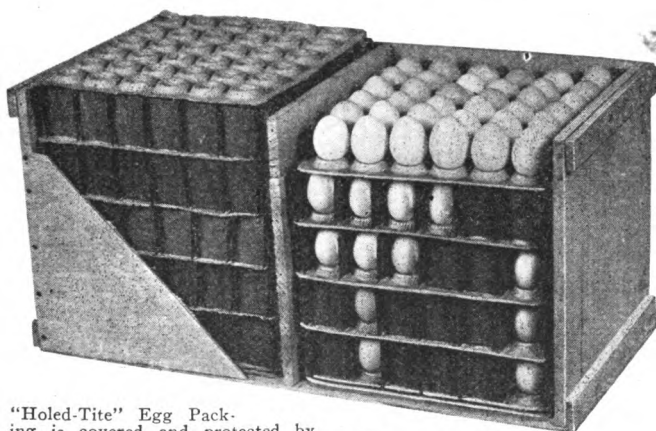
## Special Egg Rooms

Liberal Advances. Track connections with all railroads, and storage-in-transit privileges east and south for Cuba and Mexico trade.

**TULSA COLD STORAGE COMPANY**  
Tulsa, Okla. W. D. Voelker, Vice Pres. and Genl. Mgr.

**Eggs Packed in "Holed-Tite" Flats Are  
Broken Only by the Cook!**

## **"HOLED-TITE" Egg Packing**



"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling.

The "Holed-Tite" Flat is used with standard honeycomb fillers, but takes the place of Excelsior Pads and ordinary flats.

Made of elastic moulded pulp—**absolutely prevents checking in packing and breakage in transportation.**

The projecting rings on flat lock the filler so it cannot shift—prevent bending and breaking of filler ends.

Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing.

Saves long-deferred damage claims.

Send for sample Flat and descriptive circular.

**"HOLED-TITE" EGG PACKING CORPORATION**

**New York Mercantile Exchange, New York City**

producer. By careful selection of his breeding stock he can take many of his No. 2 eggs out of that grade and put them in No. 1s and Extras, as far as size is concerned. Producers should realize the importance of selecting eggs for the incubator in developing a larger market egg.

The summer's egg grading work of the Missouri State Marketing Bureau has attracted considerable attention throughout the United States of a highly commendatory nature. Many authorities consider the work the most constructive ever undertaken in any state in behalf of the egg and poultry industry.

The work is being continued through the winter months by demonstrations with farmers, and especially with high school agriculture teachers and their students.

The legislature is being requested to appropriate a sufficient sum of money with which to continue this work through the next two years. "Make Missouri Eggs Better and Market Them on a Graded Basis" is the slogan of the Missouri State Marketing Bureau.

ARTHUR T. NELSON,  
State Marketing Commissioner.

#### LOOK FOR MORE.

"During good weather we receive about 50 cases of eggs per week from our customers," advise W. H. Boothe & Co., Gonzales, Tex., "and these we sell to Stall Brothers, who ship in carload lots. Farmers are quite interested in poultry raising in our county. An increase is expected in the egg production."

#### SOMEWHAT SHORTER.

E. C. Graybill, Clarksburg, Ill., writes: "I do not ship eggs in carlots, but I will soon be getting 100 cases per week. My opinion is that the production will be 5 to 10 per cent below last spring's."

#### THINKS IT'LL BE BIGGER.

F. W. Armstrong, Bailey, Mich., reports that he is getting only a few cases of eggs. He believes, however, that the egg crop will show an increase of 40 per cent over last spring's.

#### INTEREST INCREASING.

The egg receipts of Rosenberg Brothers, Hallettsville, Texas, are running from 40 to 60 cases per week. Increased interest is being manifested in poultry raising in their section.

#### CAR A DAY FOR MARCH.

According to the estimate of McHenry & Bryan, Fayetteville, Ark., the egg production will be 25 per cent larger than the preceding year's. They advise that increased interest is noted on the part of farmers in connection with poultry raising. March shipments will run around 30 carlots. They ship the year round.

#### CARLOTS SOON.

J. R. Crawford, Green Forest, Ark., will commence to ship eggs in carlots April 1st. His receipts are 200 cases—50 cases more than for this time last year. An increase of 20 per cent is expected in this spring's egg crop.

#### LOOK FOR MORE.

Tull's Department Store, Monon, Ind., figure that the egg lay will be 10 per cent heavier than last year's. They are getting 25 cases per week.

#### LOOK FOR AVERAGE LAY.

The weekly egg receipts of A. W. Wagner & Son, Harlan, Mich., are still light. They figure that the lay will be an average one.

#### NORMAL.

Very light egg receipts are being received by the Reed Mercantile Company, Crossville, Tenn. They look for the spring lay to be normal.

## Wayne & Low, Inc.

Commission Merchants

**EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Cash Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

## Bickel & Miller

PHILADELPHIA EGG HOUSE

122 So. Front St., PHILADELPHIA, PA.

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**



# **MANUFACTURERS OF Egg Cases, Fillers, Etc.**

Are you looking for buyers? Is your mailing list incomplete or out of date? Would you like names of 50,000 shippers of eggs in the United States with their financial and moral credit ratings, yearly volume of business, both CL and LCL, revised and corrected to date? If so the "Blue Book" published by the Produce Reporter Co. contains all this information and is the only publication printed giving this special classification and of great value in securing new connections. Get the 1923 issue. Write for particulars.

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# **EGG SHIPPERS**

Do you ever have shipments rejected or lose money through unreliable dealers? Do the railroads pay your damage claims promptly? Avoid these losses and worry by securing the 1923 Blue Book for credit information, new connections, etc. It also entitles you to the

# **PERSONAL SERVICE**

rendered members including inspecting and adjusting rejected shipments, collections, railroad claims, legal advice, etc. Stop losing money when so easily avoided. Write for particulars and the free booklet "When Is Brokerage Earned."

**Produce Reporter Co.**  
**938-948 State-Lake Bldg., CHICAGO, ILL.**

## POLAND'S EGG EXPORTS.

The export of eggs from Poland is under the control of the Ministry of Industry and Commerce, says Assistant Trade Commissioner Elbert Baldwin, Warsaw, and, after November, 1922, these exports are to be altogether prohibited for several months. In November the export tax was 75 Polish marks per egg, which is equivalent to  $\frac{1}{2}c$  at the current rate of exchange. The high internal purchasing power of Polish currency has been favorable to the exportation of eggs to England, France and Germany. The Journal de Pologne (issue of November 23, 1922) stated that, in order to obtain additional export permits, exporters were offering to pay 30,000,000 instead of 12,000,000 marks export tax per carload of eggs, and for every carload sent out of the country one was offered for sale on the internal market at prices as low as 15 marks per egg. The retail price in Warsaw in November was 125 marks per egg, or 10c a dozen, at the current exchange rate.

According to L'Agence Telegraphique de l'Est the number of chickens in Poland is 40,000,000, as

compared to 50,000,000 in the pre-war years. Pre-war production of eggs was 3,000,000,000, centered chiefly in Galacia and Eastern Russian Poland. The present exportable quantities are estimated at 1,500 to 2,000 carloads annually. The preparation of eggs for long distance transportation has not been perfected in Poland, and the export radius, therefore, is confined to the markets within a distance of 14 days' shipment.

## ANTICIPATE INCREASE.

"The spring lay," write the Plainville (Kan.) Produce Company, "will probably be somewhat larger than last season's. Just now we are getting 50 cases of eggs per week—the same as for this time last year."

## CAR A WEEK.

The Houchins Produce Company Inc., Hallettsville, Texas, ship a car of eggs each week. They look for the usual spring crop.

Wilson Brothers, Coulterville, Ill., expect a decrease of five per cent in the egg crop, compared with last season's.

# Industrial Cold Storage & Warehouse Co.

**Philadelphia, Penna.**

Located on Philadelphia and Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

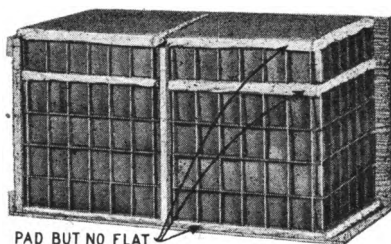
## Butter, Cheese, Eggs and Poultry

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

Each pad manufactured by us is guaranteed and bears our  
name and trade mark.

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

## RECEIVER WINS SUIT.

Readers of this paper are familiar more or less with the suit of D. N. Lightfoot & Son of Springfield, Mo., against Hodupp-Evans Company, Inc., receivers of eggs in New York City. The case has been on trial for some time, and has been decided by the court in favor of defendant. Suit was brought to recover alleged damages of \$22,500, claimed by the instigators of the suit to have been sustained through the New York firm's failure to recondition eggs shipped to it.

## PLENTY EGGS SOUTH.

George M. Brooks & Co., Martin, Tenn., look for 10 per cent more eggs than were produced in their territory last year. Their weekly egg receipts run from 1,200 to 1,500 cases. "We ship the year round," they say, "using cottonwood egg cases and excelsior pads. During the first 10 days in April we will pack 10 to 15 cars of eggs for storage. A decided increase in interest in poultry raising has been noted in this section."

## ANTICIPATE INCREASE.

The Johnson Produce Company, Cokato, Minn., will commence to ship eggs in carload lots the latter part of March. Their eggs are packed under the trade mark—"Kall-for Brand." They look for a 25 per cent increase in the lay as compared with last spring's.

## NOT SO MANY.

Four hundred to 600 cases of eggs are the weekly receipts of the Columbia Produce Company, Lewisburg, Tenn. Last year at this time their receipts were somewhat larger. Their shipments will run from five to seven cars per month. It is their belief that the egg crop will be 15 per cent less than last year's.

## CARLOADS NOW.

"We expect to ship four carloads of eggs in March," advise the Garden City (Mo.) Produce Company. "We look for the spring lay to correspond with that of last season's."

## PREDICTS INCREASE.

Ewell Doerr, Gates, Tenn., writes that his egg receipts are small, but that he estimates the spring lay will be 10 per cent in advance of last year's.

February Twenty-sixth, Nineteen Twenty-three

## D. J. COYNE Jr. and M. E. NEVINS

are pleased to announce that they have engaged in a

### General Produce Business

Specializing in

### BUTTER, EGGS, POULTRY, AND CHEESE

Having incorporated under the name of

## Coyne & Nevins Co.

at

**168 West Southwater Street**

Telephones Franklin 3200

**CHICAGO**

**STORE IN THE HEART OF THE WEST**

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# **Egg Storage**

**The Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

offers you excellent storage facilities for your eggs.

In hunting cold storage space for eggs, modern  
equipment, low insurance, convenient  
location, responsibility, experienced  
management and courteous  
attention count.

**WE MAKE LIBERAL ADVANCES**

**An excellent location for reshipping to the  
North, East, West or South**

**Wire or write us your needs.**

**Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

---

**STORE IN THE HEART OF THE WEST**

## MERCHANTS POOL EGGS.

"We merchants here," write the Deshler (Neb.) Mercantile Company," pool our shipments of eggs and ship in carlots nearly all the year, thereby getting a better price than if we shipped to receiving stations. We ship on an average of one car a week. The egg production will be nearly the same as last season's—probably a little larger—depending upon the weather."

## LOOK FOR BIG LAY.

C. E. Grant, Inc., Indianapolis, Ind., writes: "The egg production has been delayed by cold weather, but we look for a bigger crop than usual in this section. The lay has just commenced. In March we will ship five to six carloads of eggs. Last year at this time we were getting 600 cases each week, while just now our receipts are running around 150 cases."

## ABOUT AS USUAL.

"Farmers are not selling their poultry as readily as usual," advise the Henderson (Tenn.) Produce Company. "This, we believe, is due to present low prices. We are getting 150 cases of eggs per week, which is about the same as for this time last year. Our opinion is that the spring egg crop will be the same as last year's. We are shipping in carlots now."

## BUILDING AT M'COOK.

The Nelson Brothers, with headquarters in Lincoln, Neb., have leased a strip of ground at McCook, Neb., and begun a building in which to operate their egg and poultry business. This company, besides the headquarters at Lincoln, operate branches at Oxford, Fairbury and Superior.

## LOOK FOR FIFTH MORE.

The Central Produce Company, Prairie Grove, Ark., report that they are getting 125 cases of eggs per week. They say that there is evidence of considerable increase in interest in poultry raising on the part of farmers in their section. An increase of 20 per cent is expected in the spring lay.

## INCREASE.

E. S. Twault & Son, Lynnville, Ind., look for the egg production to be one-fourth larger than last year's.

## TO RAISE MORE POULTRY.

The Home Produce Company, Macksville, Kan., believe that there will be a 35 per cent increase in poultry production and that the egg crop will be from 30 to 35 per cent larger than last year's. Their weekly egg receipts are running around 150 cases per week, this being 25 per cent more than for the corresponding month last year.

## EXPECTS MORE.

An increase of 20 cases of eggs per week over receipts for this period last year is reported by C. A. Dever, Milan, Ind. Receipts are now 100 cases. The egg production will be about 10 per cent more than last spring's. This year farmers appear to be quite interested in poultry raising.

## EXPECT MORE.

The J. A. Crowther Company, Gowrie, Iowa, use a trade mark (J.A.C.) for their poultry and eggs. They expect to ship two cars of eggs the latter part of March. At present their weekly egg receipts are 200 cases. They look for a 15 per cent increase in the egg lay.

## LOOK FOR TENTH MORE.

Copeland, Wells Company, Lenox, Iowa, ship their eggs out under the trade mark—"C. & W. Co., Superior Brand." During March they will ship 10 carlots. Just now they are getting 800 cases of eggs per week. They think that egg receipts this spring will run about 10 per cent ahead of last season's.

## FROM INDIANA.

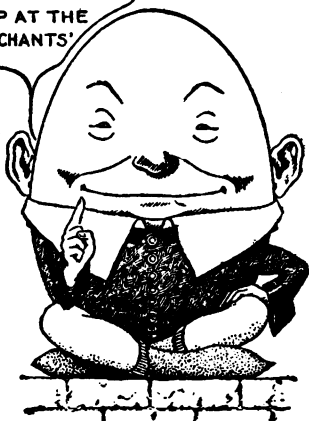
Jarodski & Co. are packing eggs and dressing poultry at Mt. Vernon, Ind. They ship in carlots. The egg receipts of the Wasem, Lawrence Company at that point are disposed of locally, and average approximately 50 cases weekly.

## USUAL LAY.

The Globe Mercantile Company, Greenway, Ark., do not look for an increase in this year's egg production total. Their weekly egg receipts now, however, are slightly larger than for this time last year.

The Gravette (Ark.) Produce Company operate in eggs and poultry in the territory around that town.

SAY, EGGS!  
WHEN IN NEW YORK  
STOP AT THE  
MERCHANTS'



President  
Frank A. Horne

Vice-President  
Alex Moir

Sec'y-Treas.  
Harry C. Lewis

Ass't Sec'y  
Frank L. Hawley

Warehouses of modern construction, low insurance, unequalled locations and superior service for the  
**STORAGE OF**

# E G G S

OUR TERMINAL FACILITIES

## NEW YORK—

Seventeenth Street and Tenth Avenue Warehouse in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

## JERSEY CITY—

Warehouses have track connection with all Freight Lines.

## NEWARK—

Warehouse adjacent to the Wholesale Market center.

# Merchants Refrigerating Company

Main Office: 161 Chambers St., New York, N. Y.

## BUILDING NEW PLANT.

Egg receipts of 800 cases per week are reported by Paden & Thompson, Lyons, Kan. This is 200 cases more than they were getting at this time last year. They loaded their first car of eggs January 22d and will have 10 cars for shipment in March. They add: "We are building a new plant at Dodge City, Kan. It will be known as the Paden & Thompson Produce Company."

## GETTING MORE.

Nelson Hald, Dannerbrog, Neb., states that he is getting more eggs and paying more for them than he was a year ago. "The past week," he says, "I have been paying 20c per dozen, while a year ago I paid on an average of about 16c." His weekly egg receipts are 90 cases. At this time last year his receipts were 70 cases.

## MORE INTEREST IN POULTRY.

It is the belief of F. A. Buck, Meltonvale, Kan., that there will be 10 per cent more eggs produced this spring than there were a year ago. Last year at this time he was getting 175 cases per week, while now his receipts are running around 300 cases. He says that farmers in his section appear to be quite interested in poultry raising.

## EXPECTS TENTH MORE.

Henry Pfau, Jasper, Ind., will commence to ship eggs in carlots around the latter part of March. He is getting 200 cases of eggs per week, which corresponds with receipts for this time last year. It is his opinion that there will be 10 per cent more eggs produced this spring than there were a year ago.

## FOUR CARS IN MARCH.

J. G. Duncan, David City, Neb., advises that he is getting 100 cases of eggs more per week as compared with receipts for this time last year of 300 cases. An increase of 10 per cent is looked for in the egg crop. He will forward three to four carloads in March.

## SIX CARS IN MARCH.

The Gallia County Produce Company, Gallipolis, Ohio, figure that they will ship six carlots of eggs during March. They are getting 400 cases per week. They anticipate the usual spring lay.

## FARMERS MORE INTERESTED

C. W. Miller, Marengo, Ind., figures that he will ship three cars of eggs during March. The spring egg lay will show an increase of 15 per cent, he believes. He is getting 250 cases of eggs each week. Farmers are manifesting increased interest in poultry raising in his section.

## RAISE MORE POULTRY.

D. E. Squier, Comstock, Neb., writes: "I buy eggs from farmers here. We look for a shortage in the egg crop on account of hens sitting. The farmers all say they are going to raise more chickens. One party has 500 now and another almost that many."

## FOURTH MORE.

The Wells-Helgeson Company, Herman, Minn., report that their weekly egg receipts are very small, that the Herman-Casselton Creamery Company are buyers of eggs in their section and that they anticipate a 25 per cent increase in the spring egg production.

## EXPECT INCREASE.

Schaefer & Mueller, Hamburg, Minn., advise that their egg receipts are the same as for this time last year—50 cases per week. They anticipate that the spring lay will be larger in size than last year's.

## ABOUT AS USUAL.

The Kokomo (Ind.) Produce Company will ship from three to four cars of eggs during March. They look for the spring lay to correspond with that of last spring. Two hundred cases of eggs are their weekly receipts.

## SOMEWHAT LARGER

John Elliott, Lamont, Iowa, reports that the spring egg crop will be 5 to 10 per cent in advance of last season's and that he is getting 25 cases of eggs per week, which is slightly more than for this time last year.

## BUYING PRODUCE.

The General Supply Company have begun handling eggs and poultry in connection with their other business at Lamoni, Iowa.

E. L. Weber has organized the Weber Produce Company and begun buying eggs and poultry at LeSueur, Minn.



# FEATHERS

—and—

# QUILLS

**We are cash buyers of all grades of feathers and quills.**

**Ship your stock to us and we will pay you full value.**

**The P. R. Mitchell Co.**

**Brighton Station**

**CINCINNATI, OHIO**

**M. E. Wahlert**

**Theo. L. Guntzler**

**Established 1848**

# **WAHLERT & GUNTZLER**

**Cash Buyers of**

## **Feathers and Quills**

**Nos. 17 and 19 North Main Street  
ST. LOUIS, - MO.**

**We are active and liberal buyers all the year  
round, and it will pay you to keep  
in touch with us.**

**Write for Prices**

**All shipments settled for on day of arrival. We  
charge no commission, deducting freight only.**

# *The* EGG REPORTER

UNLIKE ANY OTHER PAPER

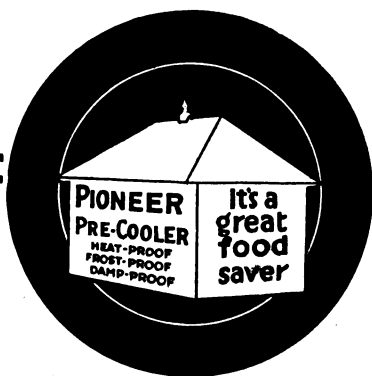
*Waterloo, Iowa*

Vol. XXVIII

APRIL 6, 1923

Number 18

## Do it better for less money!



**Good working arrangements  
Cool candling rooms  
Pre - cooling**

Before building or remodeling,  
write

**Davenport Company**  
**ENGINEERING SERVICE**  
**Davenport, Iowa**

**PREPARE FOR SUMMER NOW**

# You Save Freight By Packing Right

An official circular issued by the carriers notifies the trade that eggs not packed according to the Western classification shall be penalized by a higher freight rate:

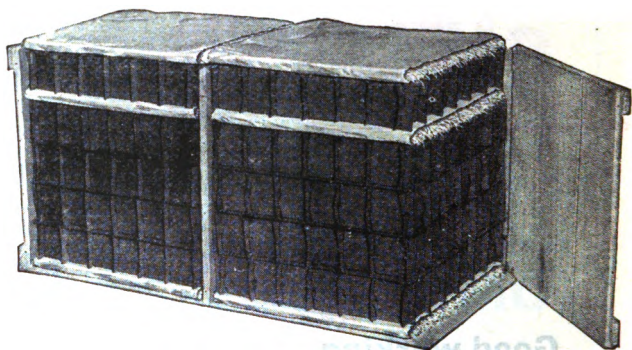
They specify correct packing as follows:

- (a) New Standard Cases properly assembled and nailed.
- (b) New Honey Comb Fillers of standard Guaranteed Quality.
- (c) Six 4-oz. excelsior pads per case.

## "CHERRY"

### Double-Lock Hard-Calendered Egg Case Fillers

are recognized by all the carriers as "standard." And we guarantee their quality **unreservedly**.



As a matter of fact, the superior quality of hard-calendered strawboard (made solely for this purpose in our great strawboard mill at Tama, Iowa) together with our patented, double-lock feature, and our unique way of building each filler from strips from 14 different rolls— all combine to make Cherry Fillers equally popular with shippers and carriers.



**J.G. CHERRY COMPANY**  
CEDAR RAPIDS, IOWA  
St. Paul, Minn. Tama, Iowa. Peoria, Ill.



## A step up for your feeders!

BETTER trained feeders mean better profits and a better future for you and your men. A large Indiana feeder says of the work done by our Mr. Werner, formerly in state research work:—

"We wish at this time to assure you of our appreciation of the feeding test which your Mr. Werner has just completed at our station. Although the weather was extremely warm during this period, he secured an extremely good gain on the batteries which he fed. His average gain per battery was 102.3 pounds, or 45.3%, which we consider good..... The advice given by Mr. Werner to our regular feeders has proven of benefit and will show us good results in the future."

**"Valuable  
help"**

Ask about free  
Checkertboard Caps  
for feeders.

*This service costs Fatena feeders nothing but their wholehearted co-operation. Write for full information.*

### Purina Mills

Makers of Checkerboard Chow

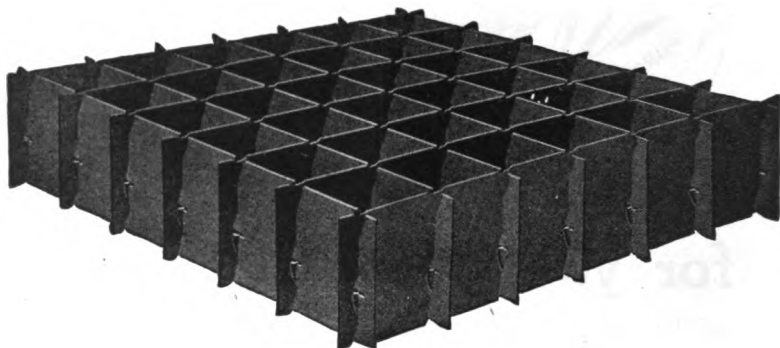
984 Gratiot St.,  
St. Louis, Mo.

Ft Worth  
Tex.

Nashville  
Tenn.

Buffalo  
N. Y.





# North Star Fillers

Our manufacturing department realizes the importance of keeping the quality of NORTH STAR fillers first in every respect.

Our strawboard is made to our own most exacting specifications. Not only is it especially hard calendered, to make it moisture resisting, but stock must be best wheat or rye straw, finely cut—thoroughly washed and slowly dried on machine and contain the correct amount of moisture to give stiffness without brittleness.

Clean cut—correctly designed lock—smooth running filler machines—properly made and tempered steel for punches and dies—experienced machine operators—careful counting and inspection are a few of the factors that make the quality of NORTH STAR fillers.

*We make them better but they cost no more*

**Quincy North Star Co.**  
QUINCY, ILLS.

**Waterloo North Star Co.**  
WATERLOO, IOWA

# THE EGG REPORTER

A JOURNAL FOR THE EGG AND POULTRY TRADE

Vol. XXVIII

WATERLOO, IOWA, APRIL 6, 1923

No. 18

## CHICAGO EGG MARKET.

SEVERE STORMS SHUT OFF RECEIPTS IN LATE MARCH—TRADE BELIEVE PRODUCTION IN APRIL WILL BE HEAVY, THOUGH SUPPLY SO FAR HAS BEEN SHORT OF NORMAL—DEMAND IS GOOD AND CONSUMPTION HEAVY.

The fortnight just passed has put an entirely new phase on the April egg market. Although it had been freely predicted by everyone that April eggs would move in at  $26\frac{1}{2} @ 27c$ , the prevailing opinion as expressed in the price of the option for April delivery two weeks ago was around  $25 @ 25\frac{1}{2}c$ . However, as we moved up toward and into April, it became evident that not only were we in an unfortunate statistical position, but the actual surplus of eggs for storage purposes was far less than had been expected. Statistically, the four markets on April 1st showed stocks of 125,000 cases as compared with 425,000 cases last year, something less than 30%. Assuming the same ratio of the four markets to the entire country, this year as last, the stocks on hand April 1st would be less than 300,000 cases, as compared with 949,000 in 1922 and 1,926,000 in 1921. This in spite of the general expectation of a very heavy lay of eggs this spring.

A reason can be found for the shutoff in receipts, viz., the three or four storms that have passed over the country the last three weeks, each of them quite severe, throughout northern sections. The trade in general still believe in large flocks of laying poultry. They still believe that there will be a heavy supply of eggs when the storing is completed. Were it not so, the price of Aprils would be today nearer  $29c$  than  $27c$ .

In connection with this price, it should be noted that the commodity value of eggs this year is close to  $28\frac{1}{2}c$  into storage at Chicago. The statisticians say that only a notable excess or deficiency in the supply of a given commodity will affect its average price as against the index value. We had expected a notably heavy supply of eggs this month, and the market reflected that opinion, but, judging by present receipts, the supply is this year actually short

of normal. There is no gainsaying the fact that a heavy demand for eggs exists over the United States, a demand which has been brought about by comparatively low prices since the 1st of last July. The United States is undoubtedly facing a period of re-inflation. Labor is well employed; wages on the whole are high; people have money to spend for food, and the past months of reasonable prices have established the habit of egg consumption. Conditions are ideal for a continued good consumption of eggs, not only during the spring packing season, but through the summer as well, which may bring us up to fall with an actual shortage unless the lay from now on proves to be notably heavier than normal.

As we write, spot current receipts are worth  $25c$ . The value of storage-packed is determined chiefly by the value of the board option. It is impossible to sell any eggs at above the option price. Quite a few deliveries have been made, but the number of open options has not been materially reduced. It now stands at 549 cars, which is only about 30 cars below the peak thus far.

It is likely that, if the weather had been warm the past two or three weeks, the demand for eggs for storage would be more insistent than it is. There is at present the chance of a certain amount of chilled stock in the eggs. Most buyers are holding off for better quality. When the moment of prime quality comes, such buyers as the meat packers will be out for the eggs and will undoubtedly force the market still higher than it is today, unless there should be an unusual supply offered to satisfy this increased demand.

One of the notable features of the market so far is the high price of undergrades. While our market for dirties is quoted at  $21 @ 22c$ , fine, heavy dirties, some are bringing as high as  $23c$ , an evidence that storage packing has not been general long enough to bring a liberal supply of undergrade eggs on the market.

The shipping movement in Chicago is extremely limited. Eastern markets are practically as low as we are here. A car of fresh-gathered firsts was sold in New York this morning at  $25\frac{1}{2}c$ , and this market

is quoted at  $24\frac{1}{2} @ 25c$  today. There was a fair stock of eggs on track (97 cars) this morning, but there has been no particular accumulation the last 10 days. It would take a real flood of eggs to bring the market back to where it was three weeks ago, viz., a  $25c$  basis for graded eggs, and  $23 @ 23\frac{1}{4}c$  on current receipts.

Chicago, Ill., Apr. 4, 1923.

### PHILADELPHIA.

This market has had an ample supply of eggs for the Easter trade requirements at a range of  $26 @ 27c$  per dozen.

Monday, April 2nd, the week opened with but few buyers on the street and prices declined to  $25 @ 26c$ , the bulk of sales being made at  $25\frac{1}{2}c$ . Tuesday we had an advance of  $\frac{1}{2}c$ . Owing to the Hebrew, as well as the Gentile, holiday, many of the stores were closed and the produce district had the appearance of a Sunday.

The storage men are all ready to take on their usual amount of stock. They have been holding on on account of the cold snap. Eggs have been chilled and frozen in transit and would really be a risk to store current receipts containing frost.

There was little trading in live poultry on account of the Hebrew buyers being off the street during the Passover holiday.

Receipts were light but all prime stock found a buyer. Meaty birds are always in demand.

There was a good demand for all lines of dressed poultry. Owing to the scarcity, prices favored the seller. The shore resorts have been large buyers for their Easter customers. At this season the hotel men are liberal buyers.

### CHICAGO POULTRY.

The live poultry market here closed last month with spring chickens, stags and roosters  $2c$  lower. The market was slow and showed lack of interest. Practically the only descriptions to meet sales were fowls, and these registered high marks for the month, closing at  $28c$  March 31st. Monday, April 2d, however, fowls dropped back  $4c$  and other descriptions were given more attention. The demand for most grades is said to be just fair. The supply amply meets the call. Today the market showed one change in quotations only, that being in fowls. Fowls are still holding stronger

than they did the last few days of last month. Other descriptions have experienced a slump since the pre-Easter demand. Spring chickens are quoted at  $26c$  and last week held around  $30$  and  $31c$ . Stags have also seen a similar drop, holding now at  $18c$ . Capons hold firm and steady. The call for this stock is said to be fair and quotation remains at  $32c$ . Roosters have experienced a drop of about  $2c$  in the last two days now, holding at  $15c$ . Ducks and geese are standing steady, both descriptions holding to firm quotations being  $28$  and  $15c$ , respectively.

The trade here looks for a pickup in the demand in the next few days, which is hoped to bring prices to a better position. Right now the demand is off a bit, and supplies are said to be coming in which easily handle the call for all runs. Holders in some instances are said to have been forcing stock on the market, which is thought to have helped bring prices to lower levels.

### ICING CHARGES.

A hearing was held in Chicago Tuesday, March 27th, on a proposal by the carriers to establish a stated charge for refrigeration of poultry, butter and eggs in transit. The plan now in effect, as the shippers know, is to charge for the amount of ice used. The carriers' proposal would change this plan and make a stated charge, which would be made to cover refrigeration, regardless of the season or amount of ice required. At the hearing arguments against the installation of the stated charge for this service were entered by representatives of the National Poultry, Butter & Egg Association. Objection was raised on the ground that at certain periods of the year it requires less ice for refrigeration than at others to provide adequate refrigeration of poultry, butter and eggs. The shippers would be forced by the adoption of the proposed plan to pay the same for this service when little ice was used as when a large quantity of ice was required. Harrison F. Jones, executive secretary of the National Association explains the proposal by saying: "A stated refrigeration charge is a specific tariff charge for service of icing and re-icing from point of origin to final point of destination. The stated charge does not include the service of re-icing a car at the loading station when there is a delay in loading the car at that point, and it does not include the re-icing at intermediate stop or hold points, reconsigning points or at final destination. If stated refrigeration



charges were to become effective it would mean that the same charge would be made throughout the entire year and without regard to whether five tons or 30 tons of ice were used in keeping the car iced in transit." At the hearing in Chicago the trade representatives said that there was no good reason for changing the method of charging for this service and many were against such a change. The trade was said to be opposed to the changes and wanted the present system of charging at prevailing ice prices kept in effect. Mr. Jones said that the carriers gave no intimation of what they intended to do in the matter, stating that they would take it under advisement. Neither did they offer any arguments to uphold their proposal. It is thought here that the proposed plan will be dropped and the present method of charging for refrigeration continued.

#### MARKET BY RADIO.

That the butter and egg trade members all over the country can keep in close touch with what is transpiring in the Chicago market and take advantage of deals being carried on here, S. Edward Jones, executive secretary of the Chicago Mercantile Exchange has been working on a plan to have the Chicago Butter and Egg Market reports broadcasted by radio daily. The plan is to have the market reports sent out at the close of spot and future calls here in both the egg and butter markets. This will give the trade information on what is going on here within a few minutes after the close. It is also anticipated to send out reports earlier as to how the market opens. So that the trade listening in for this information can take advantage of it if they desire, it is probable that an extra half hour call will be held some time between the hours of 12 noon and one o'clock. By holding this extra short session it is felt that members of the trade all over the country receiving the radio information can take advantage of the conditions and get in on the new period. Right now market reports of this market are broadcasted by radio from several stations, but not so as to be effective to the business advantage of the trade at large. Plans are under way to have the market information broadcasted daily from numerous stations during the market period and it was expected that the system would be perfected and ready to start sometime this month.

#### START HOUSE ORGAN.

The United States Cold Storage Company of Chicago and the Kansas

City Cold Storage & Warehouse Company of Kansas City have launched the first issue of their monthly house organ, under the title of "Cold Storage and Distribution." The book contains many interesting articles on cold storage and poultry and egg trade methods. An article on the correct method for packing and shipping of eggs has been creating quite a little interest, also a story on future trading, and its effect upon the Chicago egg market is very interesting and enlightening.

#### ORGANIZE NEW COMPANY.

Henry Yepsen and his brother George have started a new company in Chicago under the title of Yepsen Brothers Company, at 207 North Wells street, the address of the former Henry Yepsen & Co., which was found to be defunct a short while ago. When the former company went under with assets which would not pay more than 10 cents on the dollar to creditors, these creditors decided not to take the case to the bankruptcy courts but had an auditors' checking of the books made and installed a trustee to operate the business for the benefit of creditors. It was the opinion of creditors, it is said, that if the case was taken through the regular court channels the tangible assets would be eaten up in court cost. It is now said that Henry Yepsen has promised to meet his obligations and the new company has been started with the hope that this may be done.

#### BACK AT DESK.

Wm. (Bill) O'Keefe, assistant secretary of the National Poultry, Butter and Egg Association is again among the Chicago trade, back at his desk and looking much better for his long rest after a severe illness. Mr. O'Keefe was ill during the last annual convention last October, when the members so gladly expressed their sincere regret for his illness. Mr. O'Keefe's return to Chicago last month found him very much better. He says that he is getting along fine now and hopes to be able to take the balance of his recuperation by getting back into business trim again.

(Continued on page 12)

**EGGS  
CUTLER  
NEW YORK  
331 Greenwich Street**

# **STORE YOUR BUTTER, EGGS AND POULTRY**

**Where they are to be consumed**

**Avoid Loss and Delay  
Due to Uncertain Transportation Conditions**

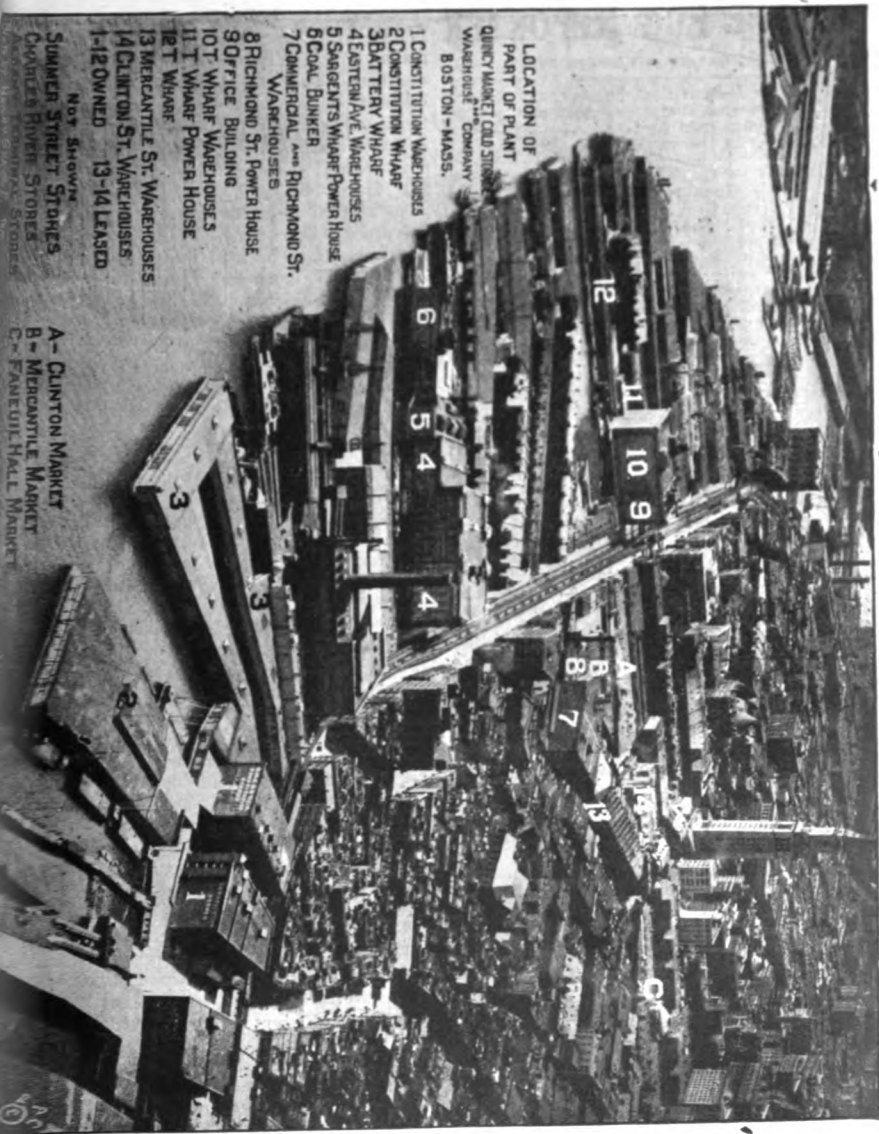
**Unless Your Goods Are Stored in BOSTON With  
Us You May Lose Advantage of the  
Most Favorable Turn in the Market**

# **Quincy Market Cold Storage & Warehouse Co.**

**BOSTON, MASS.**

**Incorporated 1881      Capital, \$4,750,000.00  
Total Space Cooled, 16,400,000 cubic feet**

**Goods in car lots should be shipped in name of storer, care Quincy  
Market Cold Storage and Warehouse Company,  
Union Freight Railroad Co., Boston, Mass.**



**Aeroplane View of the Boston Market District,  
Showing all Cold Storage Buildings of the**

# QUINCY

# THE EGG REPORTER

UNLIKE ANY OTHER PAPER

A Journal for the egg and poultry trade—reaching more egg and poultry shippers and dealers than any other paper in the world.

Fred L. Kimball Co., Publishers.  
John Andrews, President.  
Hugh G. Van Felt, Vice-President.  
E. R. Shoemaker, Sec. and Treas.

Egg Reporter Shoemaker, Editor

Issued monthly on the 20th, except in March, April, May, October, November and December, when it is also issued on the 6th.

Entered as second-class matter, October 8, 1907, at the postoffice at Waterloo, Iowa, under the Act of Congress of March 3, 1879.

It is \$1.50 a year in the United States and Canada.  
Foreign Subscriptions, \$2.00.

The value of The Egg Reporter reaching as it does an exclusive class of tradesmen as a sole representative of their industry, is unquestioned. The character of the advertisements found herein, and the number of them, tell the whole story. The secret of the success of this little trade paper lies in the fact that its columns are made vitally interesting to an army of shippers engaged in handling eggs and poultry, and they give it a cheerful, friendly support as subscribers and contributors. Advertising rates are low, considering the fruitful results.

Publication Office:  
Waterloo, Iowa—Westfield avenue and Menges street

WATERLOO, IA., APRIL 6, 1923

## CO-OPERATIVE MARKETING.

In these days there is liberal discussion of the cooperative marketing movement. And in recent issues of THE EGG REPORTER we have had more or less to say concerning this matter, expressing views on both sides and calling attention from time to time to dangers in the system and to what we may possibly expect as to its inroads into our marketing arrangement. The Mercantile Trust Company of San Francisco, in its Monthly Review, has quite a little to say with reference to this matter, and the writer has evidently made a careful analysis of the situation. In his study he has developed some important points in connection with cooperative marketing which may well be considered here. Among

them are: 1. The cooperative marketing of farm products is a business, not a religion nor a political doctrine. It must be conducted by business men along business lines. It is not a magic panacea for agricultural ills. It is a job for strictly commercial organizations and not for "farm doctors." 2. The purpose of that business is to promote the orderly marketing of farm crops, with advantage both to the producer and to the consumer. 3. All cooperative associations must prove their worth in competition with other agencies that market farm products. 4. Soundly conceived cooperatives do not seek to supplant existing distributing agencies that are adequately performing the service of linking producer and consumer. "Eliminating the middle-man" is a slogan that has no part in the economic principles of most of the successful cooperative associations. If, however, independent distributing agencies are not able to handle the business, or are unwilling to do so on a fair basis, the united strength of the farm marketing people obviously gives to them a power that individual producers would not possess. 5. A cooperative marketing association should handle only one product, or at least only closely similar products. 6. A cooperative marketing association must be so constituted as to prevent speculation. 7. Generally speaking, the nearest approach to the ideal for cooperative marketing exists when the product handled is local, not one produced all over the world. 8. For most commodities it is most advantageous to pool the entire output of all the growers in the association. 9. Cooperative marketing associations must be organized by the commodity and not by the locality, but within the commodity, if a national product, state lines must be recognized.

INTEREST in poultry raising in North Dakota is increasing materially. O. A. Barton, poultry specialist of the North Dakota Agricultural College, reports that in one county at least 25 farmers are planning on raising 300 turkeys apiece the coming season, this county being Bottineau.

*STIMULATE TURKEY RAISING.*

In 1890 the United States Census reported 10,754,000 turkeys on farms. Of this number 6,754,000 were in the states lying east of the Mississippi river. By 1920 the number for the entire country, according to the same census authority, had dropped to 3,627,028, of which only 1,580,000 were east of the Mississippi river. That the raising of turkeys has shifted to a very material extent from east of to west of the Mississippi seems to be borne out by investigations that have been made by poultry authorities as well. The editor of one of the leading poultry-raising papers in the country, who has given this matter no small amount of study, says that the evidence now shows that the industry can come back in sections where it now is almost completely ignored. It not only can come back but it actually is doing so and will continue to do so at an increasing rate if it receives reasonable encouragement and if raisers can be persuaded to abandon the slipshod methods and superstitious ideas which are largely responsible for the "bad luck" that the average poultry raiser habitually associates with turkeys. The popular interest at the present time, according to this authority, in this subject is quite remarkable. This is prompted chiefly, he believes, by the satisfactory prices which turkeys have commanded in the last few years. A great many farmers, however, he says, who have neglected this branch of the poultry industry are coming to realize that they have facilities for raising good-sized flocks of turkeys at but little expense and with a fair profit, even if prices should drop to considerably lower levels. The extent to which this interest will increase and the degree of importance and popularity which the industry will regain is going to depend very largely on the encouragement and support given to beginners and those who have continued to grow turkeys year after year, doing so in the face of discouraging losses and uncertainties, and on their education in better methods. This authority does not wish to be misunderstood. He does not claim that

with our present knowledge turkey growing can be made an exact science. There is yet much to be learned about the physical requirements of turkeys, and particularly of young turkeys. Speaking in averages, he believes that probably poultts will never be raised as easily and with as few losses as an equal number of chicks can be. Certainly the time never will come when the indifferent and shiftless will be successful, except by the merest chance. But enough now is known to insure a reasonable measure of success in turkey raising to any earnest worker. He is convinced beyond room for any doubt that turkey growing should now be encouraged in the best interests of a well-rounded poultry industry and of thousands of farmers who would profit substantially by taking up turkey raising as a regular branch of their work.

—O—

COMPARING the earnings of branches of national production, the bureau of census shows that the poultry industry has advanced to third place within the last decade. Today only the corn crop and the dairy cow outrank the hen as a producer of national wealth. Below the hen on the list are petroleum, wheat, cotton, anthracite coal, potatoes, oats, copper and gold, in the order enumerated. Poultry raising is coming more and more to be a real business—usually presided over by the farm wife—on the farms of the United States instead of being simply a sideline.

—O—

HERE is a new recipe for home brew that you might try: "Chase a bullfrog three miles and gather up his hops. To the hops add the following: Ten gallons of bed bug poison; one quart of axle grease; one bar of home-made soap. Boil the mixture for 36 hours then strain through an I.W.W. sock to keep it from working. Add one grasshopper to each pint to give it the necessary kick."

—O—

GENTLEMEN'S agreements are very good things—sometimes. But have you noticed that the gentleman usually gets the hot end of the gentlemen's agreement?

## CHICAGO POULTRY.

(Continued from page 7)

HEILMAN MARRIES.

Wedding bells chimed for Wesley Heilman Tuesday, April 3d, when this young man, son of Frank G. Heilman, head of the F. G. Heilman Company, in Chicago's Fulton Market, entered the ranks of the benedicts and left behind him the cloak of bachelorhood.

DELIVERY RULE CHANGED.

Rule 11, covering egg transaction on the Chicago Mercantile Exchange pertaining to 10-day delivery deals, was recently amended to read as follows:

"Eggs sold for 10-days delivery must be tendered for inspection or delivery not later than 10:30 a. m. on the day the contract expires. The buyer has until 2:00 p. m. to notify the seller of the acceptance or rejection of lot offered. If lot is rejected seller can furnish an inspection certificate, then in force, not later than 3 p. m. of the same day, provided inspection certificate expires on that day; or up to 5 p. m. if inspection certificate is in good standing the following day (in the latter case buyer to pay inspection charges).

"If lot does not grade and the seller is satisfied it will not pass inspection, by declaring his intentions to do so, he can tender another lot of eggs before 9:00 a. m. the next business day following, together with invoice for same, which tender must be accompanied by an inspection certificate, then in force, and seller must pay the inspection charges.

"Delivery of egg contracts for 10 days expiring on Saturday will be made the same as above with the following exceptions:

"(a) First tender shall be made by 10 a. m.

"(b) Acceptance or rejection must be made by 12:00 noon.

"(c) Tender of certificate, then in force, by 12:30 p. m.

"(d) If buyer before 12 noon requests official certificate, seller has until 9 a. m. the following business day to furnish same."

## WESTERN OPERATIONS.

The Bellman Produce Company, Yankton, S. D., have built a large business in eggs and poultry. Speaking of this firm, the territory in which it operates and the benefit it has been to that section, the Yankton paper says:

"The Bellman Produce Company has extended itself through the territory out of Yankton, from Ethan to Vermillion on the main line of the Milwaukee to Platte and Armour on the branches, to Irene on the Great Northern and Wakonda on the Northwestern, and through northeastern Nebraska. It has been of material influence in this way in keeping southeastern South Dakota and northeastern Nebraska from feeling the pinch in the recent bad times, as other sections saw them.

"The produce market it has played a leading part in maintaining in Yankton has been a sort of prosperity insurance for the territory roundabout, an insurance that pays dividends in good times and bad without interruption. The growth of Yankton's trade territory through the union with Nebraska will more certainly extend the benefits of this prosperity insurance in the uncertain years which are to come to the neighboring section of the neighboring state across the river."

## NEW BUILDING.

The Foster Produce Company has awarded a contract for an additional building at Denison, Texas, to cost about \$15,000. The company maintains a number of stations in Texas and in Oklahoma.

# William B. Turner Co.

WHOLESALE DEALERS IN

## Butter, Eggs and Poultry

No. 10 South Water Street  
Philadelphia, Pa.

We have unlimited outlets for all grades of Butter, Eggs, and Poultry, and solicit consignments.

# Why Rice-Straw Fillers Are Best

All egg case filler manufacturers make good fillers but the Southern Egg Case Filler Company, Inc., feel that they have one just a little better. Our reasons for making this statement are as follows:

We had Dr. Andrew Wallin, chemist for the Glass Containers Association, make a laboratory test between board made from wheat straw and rice straw.

This test was made in a very damp cellar with the following results:

The first 24 hours board made from wheat straw showed 9.49% moisture, and the board made from rice straw showed 7.98% moisture.

After hanging in this cellar for additional eight days the results were as follows:

Board made from wheat straw showed 22.01%, and the board made from rice straw showed 20.40% moisture, which proves that egg case fillers made from rice straw are far superior to those made from wheat straw.

These are absolute facts.

We will be glad to receive your inquiries.

**Southern Egg Case Filler Co.**  
INCORPORATED  
**NEW IBERIA, LA.**

# Yes!

—use ALL the  
“storage”  
eggs you  
want

Thousands of housewives who like to have plenty of good things at table—and yet must keep within a certain kitchen budget—have been asking, “Is it perfectly all right to use ‘storage’ eggs for all our cooking and baking?”

To which we answer YES!—absolutely! In the first place, a cold storage egg, so-called, isn’t what most people think it is or what it used to be. Modern methods of refrigeration are so perfect—so different from the crude, old-time “storage” process—that it takes an expert to distinguish between a newlaid egg and a high-grade refrigerated egg.

There is no mystery about it. Just as you, in your kitchen, “put up” the luscious fruits of summer for winter use—so modern refrigeration “puts up” the fresh eggs of spring for your winter needs. Eggs “held” under refrigeration today should not be confused at all with the old-time “cold-storage” product. For they give you the quality, food value and taste of new-laid eggs—at a big saving in price.

Ask your grocer for his best refrigerated eggs and don’t hesitate to use them for every fresh-egg purpose. You’ll hardly believe Mrs. Hen is taking her annual “lay-off”—so reasonably-priced are these eggs. And you’ll have the additional satisfaction of knowing that you’re losing nothing in flavor and nutriment.

**Educational Egg Committee**

The past year has undoubtedly seen more constructive advertising work—particularly of an educational character—done with reference to eggs, butter and poultry than has been done in any very considerable period previously.

Mention was made in these columns some months back of the successful sale of large quantities of storage eggs at retail on the west coast—in San Francisco and in Los Angeles, particularly.

In an adjoining column we have set up, to occupy exactly a column space, a reproduction of one of the educational advertisements which was printed in the San Francisco papers by the San Francisco Wholesale Dairy Produce Exchange. The advertisement, as you will notice, is signed simply by “Educational Egg Committee.”

Our correspondent in the west, John Stewart, tells us of an interesting retail sale of eggs that was put on in San Francisco the early part of November.

The Mutual Drug Stores were responsible for it.

A full page ad was taken in the San Francisco Examiner. It was illustrated in an attractive way with a large rooster and a hen “shelling out the eggs” to attract attention. The advertisement itself was very well gotten up, attractively displayed and evidently did the business.

We will not attempt to reproduce it here in display form, but it was headed: “108,000 Eggs at 33c a Dozen.” And the balance of the advertisement, so far as it related to eggs, read: “The opening event of a great, eight-day sale. All eggs guaranteed. Dozen to a carton. Not more than three dozen to a customer. Sale begins at 9 a. m. Saturday. Eggs at a drug store! Unusual? Yes. But this is an unusual drug store. A 20-department drug store. A place where every housewife can shop and save money on thousands of household needs every day. “Every egg in this 9,000-dozen lot is guaranteed by us to be good and full-sized. No pullet eggs. Money back if you are not satisfied. They are carefully packed—a dozen to a carton—ready to carry home. The limit is three dozen to each customer—while they last, beginning at 9 a. m. Saturday.”

Our western correspondent reports that the entire offering of eggs was cleaned out in less than two hours. For a block in each direc-



**We are|**  
**BUYERS**  
**of**  
**Fancy Graded**

***EGGS***

**Wire your offerings**  
**Mersel & Fortgang**  
**191 Duane Street**  
**NEW YORK**

tion on the opening day of the sale the women were strung out waiting for the drug store to open, and when it did open there was the biggest rush ever seen in the retail district. "It would seem to me," says Mr. Stewart, "that with this result starting one in the face it would be no trick for other towns to follow suit and in this way from season to season cut into the enormous surplus of cold storage eggs, which we probably are always going to have with us."

Incidentally, he says that 75 per cent of the eggs stored in San Francisco last year were sterilized.

#### INTEREST INCREASING.

The Newton (Iowa) Produce Company estimate that poultry production increased 25 per cent in Jasper county last year, and they believe it will be 40 per cent heavier in 1923 than it was in 1921. The manager, Mr. Jackson, says much better care is now being given poultry, and he expresses surprise in that there was no falling off in their egg receipts during the severe cold spell in March.

Records should only be made to be beaten.

#### TO ENLARGE PLANT.

The Miller-Rose Company of Wells, Minn., one of the large buyers of poultry and eggs in that section, announce that they will shortly begin to put into execution plans which will double the present capacity. Additions to the building will be made and an office and receiving room 30 by 15 feet in size built. Besides this, arrangements will be made for the erection of a feeding room 30 by 80 feet, with capacity for 10,000 chickens. An additional cooler 16 by 27 feet is to be provided and an ice machine installed. The improvements, when made, will make of this one of the thoroughly modern plants of the producing section. During the poultry season this concern employs as high as 60 people. G. B. Miller, president of the company, whose residence is LaCrosse, Wis., has been giving this matter his personal attention.

#### AN IOWA FIRE.

Fire in the plant of Armour & Co., at Denison, Iowa, burned a considerable quantity of chickens and entailed a loss to building and contents of approximately \$10,000.

## COLD STORAGE

for

## E G G S

The best located and most strategic Storage-in-Transit distributing point in the East. Special inspection service on carload eggs for storage. Strictly modern warehouses. Strong financial resources. A broad policy of Service and Accommodation.

### Hygeia Refrigerating Co.

ELMIRA, N. Y.

# Set Up or K. D.—

## THE UNION STEEL BATTERY IS A WONDER

**K.** D. it's a marvel of compactness. Only 20 ordinary set-up batteries, weighing 11,000 pounds, to the minimum car of 20,000 pounds. That means you pay for nearly twice as much freight as you use. With the UNION K. D. you use what you pay for—look at the pictures.

Set up, UNION Batteries are wonders of roominess.

1" to 2" more head room. Fifteen to twenty per cent more floor space. More sunlight—less crowding—more air. Quicker gains, bigger profits.

Every UNION Battery is fully galvanized after making. Rust-proof. Quickly cleaned with steam or hot water. All-steel—solid as a battleship, and will last indefinitely. Every part of the UNION is replaceable, keeping the Battery always new, and your investment always good.

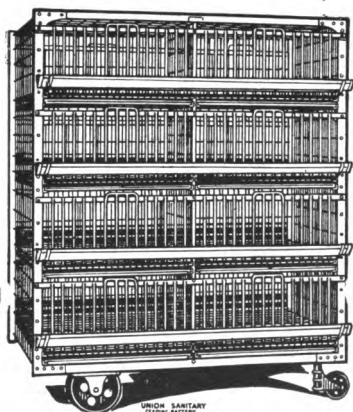
Our complete catalog of Cooling Racks, Box and Egg Case Trucks, Barrel Trucks, Wall Racks, etc., free for the asking.

## Union Steel Products Company, Ltd.

Dept. 22

Albion, Michigan

U. S. A.



UNION SANITARY  
STEEL BATTERY  
PATENTED MAR 30 1911  
OTHER PATENTS PENDING

**N**EARLY five times as many UNION Steel Batteries per car K. D. as set up, at a big saving in freight. Easily erected by anyone.

## IOWA CHICK CIRCULAR.

## FIVE TRAGEDIES.

Following the instructions given him at the recent convention of the Iowa Wholesale Egg, Butter & Poultry Dealers' Association, M. A. Hagensick, secretary-treasurer, Des Moines, Iowa, is sending out samples of a circular headed "Baby Chicks," which is intended to be distributed by egg and poultry dealers. The circular reads as follows, and is to bear the imprint of the firm distributing it:

"Start your 1923 flock of chickens right.

"Do not set eggs that will produce small, undesirable varieties of chickens, such as Leghorns, Anconas, Hamburgs, Houdans, etc.

"It has been proven for you by our agricultural college that the raising of the larger breeds is the most profitable to the farmer.

"The best interests of farmers and shippers demand that the heavier type of poultry, only, should be produced, particularly in the corn belt area of the United States.

"The foregoing suggestions are prompted only with a view of a service that will prove most profitable to you."

Good food begins on the farm.

A man struck a match to see if the gasoline tank in his automobile was empty. It wasn't.

A man patted a strange bull dog on the head to see if the critter was affectionate. It wasn't.

A man speeded up to see if he could beat the train to the crossing. He couldn't.

A man touched a trolley wire to see if it was charged. It was.

A man cut out his advertising to see if he could save money. He didn't.

## FOUR CARS IN APRIL.

Wm. McKee, Mound City, Mo., expects to ship four carloads of eggs during April. His weekly receipts are 400 cases, which is about the same as for this time last year. He looks for a slight increase in the spring lay.

## EXPECT TENTH MORE.

Fraim Mercantile Company, Gause, Texas, write: "Poultry interest is increasing in this section. We look for the egg crop to be 10 per cent more than last year's. Our weekly receipts are small—15 cases."

# Let TITE-PACK

Have a chance to  
**PAY YOU**  
**\$6 to \$14**

**per car of eggs shipped**

Passed by

Consolidated Freight Classification Committee  
Shippers

Mercantile Exchanges

**DON'T BUY FILLERS** until you  
write and let us tell you about it.

## TITE-PACK FILLER CO.

728 West Madison Street  
CHICAGO, ILLINOIS

# Notice to Crate Fatteners

## Get More Rapid Gains

### WITH

# FUL-O-PEP

## Fattening FEED

Ful-O-Pep Fattening Feed is a new and improved formula that will absorb just the right amount of milk to produce the most rapid gains. This feed will produce the best bleach and highest quality of flesh.

The high Oatmeal content insures the best appetite and digestion for broilers, fryers and roasters and produces that firm, white fat and flesh that is so desirable on fowls.

Give Ful-O-Pep Fattening Feed a trial—you will be agreeably surprised with the better results.

### The Quaker Oats Company

Poultry Service Dept. E.R.  
CHICAGO, U. S. A.

The Quaker Oats Company,  
Poultry Service Dept. E.R.,  
Chicago, U. S. A.  
Send me complete particulars and quantity  
prices on Ful-O-Pep Fattening Feed.

Name.....  
Town.....  
State.....



## OHIO ADVICE.

F. S. Jacoby, secretary of the Ohio Poultry & Egg Association, is sending out from time to time loose-leaf matter to fit the binder with which he has supplied each member. A recent sheet shows a description and illustration of the right way to pack eggs. Mr. Jacoby suggests that the following instructions be followed: New three-penny cement-coated nails should be used—18 nails for each side, six in each end and six in the center of the side; 21 nails for the bottom, seven in each end and seven in the center of bottom; eight nails for the top—flush cleat; six nails for the top-drop cleat; two nails through cleat into each piece of end. Nails through the cleat must be clinched. There should be 18 nails in the side and 21 nails in the bottom. These instructions also suggest the use of 10 hard calender strawboard fillers with six flats and six excelsior pads. The one excelsior pad should be used at the top and one at the bottom on each side and one between the two top layers.

The Poskin Mercantile Company is shipping eggs from Birchwood, Wis., in considerable quantities.

## TO CONTINUE BUSINESS.

Following the death of E. W. Loomis himself, it is announced that the Loomis Produce Company will continue in business at Blooming Prairie, Minn., also operating a branch at another point in that state. Mrs. E. W. Loomis has moved from New Hampton to Blooming Prairie and will have direct charge of the business. Other employees moving from New Hampton to Blooming Prairie are L. E. Mills and Carl Kammeyer.

## BUSINESS IS GOOD.

One thousand two hundred cases of eggs are being received weekly by C. G. Vogt, Maryville, Mo., this corresponding favorably with receipts for this time last year. No change is looked for in the spring lay. In April his shipments will run around 15 carlots.

## LOOKING FOR MORE.

Ritchy & Ellison, Coleridge, Neb., report that the outlook for the spring egg production is good—better by 20 per cent than it was last year. They are getting about 50 to 75 cases each week.

# WE CAN SUPPLY EVERYTHING

## The Egg and Poultry Shipper Needs.

Cottonwood, White Tupelo and Gum Egg Cases, Egg Case Fillers, Excelsior Pads, Nails, Poultry Coops, Poultry Boxes, Poultry Barrels, Egg Case Machines, Egg Canners, Baled Excelsior and Eureka Egg Case Openers.

Prompt Shipment—Carloads or Less.

**Cairo Egg Case & Filler Co.**  
CAIRO, ILLINOIS

# EGG CASES

**"Only One Kind—The Best"**

COTTONWOOD STOCK, manufactured strictly  
under railroad standard requirements.

35 YEARS' EXPERIENCE in serving the egg case  
trade of the entire country has estab-  
lished the symbol



as a Standard for **QUALITY** in Egg Cases

**Quality goods should be shipped in Quality Cases**

“A Request will bring a Quotation”

Ample Trunk Line Facilities—Prompt Shipments

## ANDERSON-TULLY COMPANY

**Memphis, Tenn.**

J. G. Cherry Co.—Cedar Rapids, Iowa—Peoria, Ill.  
St. Paul, Minn.

—SALES REPRESENTATIVES—

## WHY THE DISCRIMINATION?

Why should storage eggs be discriminated against when the quality is often better than some grades of fresh eggs?

The fact that eggs are cold storage or non-cold storage is no indication of the interior quality. In the mind of the consumer cold storage eggs are of inferior quality to non-cold storage eggs. In reality there is as much difference in the grades of fresh eggs as there is in storage eggs. The law cannot be founded upon any idea of safeguarding the public health, for it is a well-known and proven fact that the wholesomeness of eggs is not unfavorably affected by keeping them in a temperature most favorable to their preservation.

If storage eggs were allowed to be sold as fresh, the supply available to the consumer would be more even during the entire year and the price to the consumer would be more even from one season to the other. Producers would also get a better price for their products during the season of flush production.

Storage facilities now available are so well developed that it is possible to take eggs out of cold storage in such a condition that they compare favorably with many grades of fresh eggs. It is to the advantage of the producer that both producer and consumer should know the real value of cold storage eggs. It is almost inevitable that there will be a season of the year when there will be more eggs produced than can be consumed. Then, too, there will be a season when the supply produced will be much less than is consumed. Cold storage is the method which tends to even the supply available to the consumer. The surplus produced in the spring may be held over until the fall and winter months, when the supply decreases. Cold storage is a valuable asset to civilization, and it is unfair that cold-storage products which rank favorably with fresh products should be discriminated against merely because they are cold-storage products. If they are of inferior quality, there is a reasonable excuse for a lower price, but, if the quality is as good as a fresh grade of eggs, they should be allowed the same price as the other egg of a similar quality.—Missouri Marketing Bulletin.

H. H. Lowery has begun shipping eggs and poultry from Cullman, Ala.

## EXPECTS MORE.

F. M. Daniel, general merchant, Mammoth Spring, Ark., thinks that the egg crop will probably be 10 per cent more than it was last year. He is getting from 75 to 150 cases per week. Considerable interest in raising poultry is apparent in his vicinity.

## COUNT ON INCREASE.

More eggs are being received weekly by the Norwood Produce Company, Lincoln, Ark., than they were getting at this time last year. The spring lay, in their estimation, will be 15 per cent more than the preceding year's.

## LOOK FOR LARGER LAY.

"Last year at this time my egg receipts were 100 cases per week," writes J. H. Maller, Troy, Kan. "At present I am getting 50 cases." He believes, though, that the lay will be 10 per cent larger than last year's.

## BUYS KENTUCKY BUSINESS.

The H. & H. Poultry Company at Lexington, Ky., has been purchased by A. V. Douglass of that city. This is one of the branch poultry houses of Leon Renaker of Winchester, who was killed last year.

## BUYS THE BUSINESS.

E. C. Ball, who has been with the Pulaski (Tenn.) Produce Company for several years, has purchased the business and will continue to operate it. He will deal in eggs, poultry and other produce.

## USUAL LAY.

Fritsch & Siebert Mercantile Company, McGirk, Mo., advise that farmers are raising poultry on a larger scale than usual in their territory, and that the same-sized egg crop as last year's is looked for.

## CARLOTS NOW.

The spring lay, according to the Mansfield (Mo.) Farmers' Exchange, will compare favorably with last year's. They are shipping in carlots.

Experiments have been made by the Kentucky Experiment Station which seem to show sour skim-milk, semi-solid buttermilk and plain buttermilk as exceptionally good feed for poultry.



# Egg Storers

**REMEMBER**

**"Good Management Is Better Than Good Luck"**

**You Get Dependable Service at**

**Central Cold Storage Company**

**Kinzie and Dearborn Streets**

**C. & N. W. Ry. Delivery**

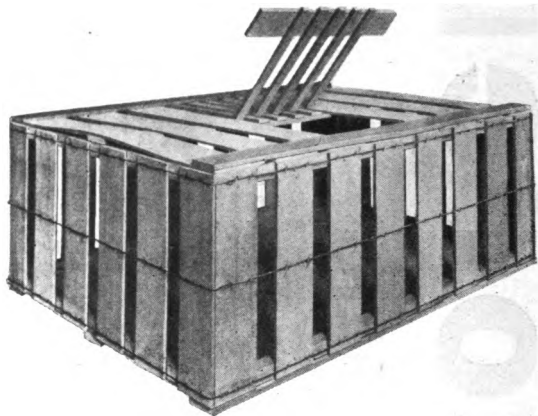
**CHICAGO**

**D. P. KENNEDY, Mgr.**

**F. J. McCANN, Asst. Treas.**

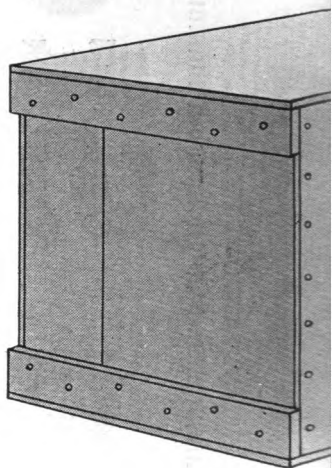
**L. M. JOHNSON, Supt.**

# A Shipment Started R



The Super-Dreadnaught  
Poultry Crate

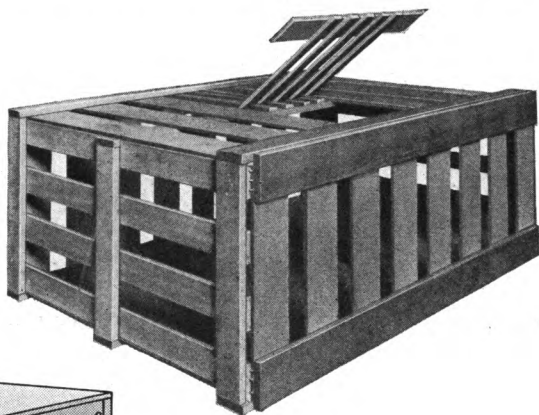
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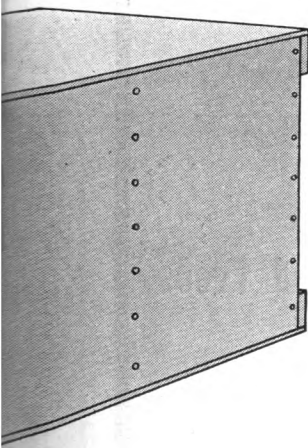
# CHICAGO MILL AND

## CHICAG.

# It Is Half Way There



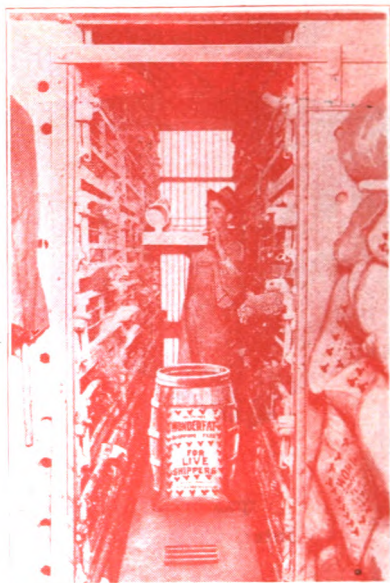
The "Chicago Mill"  
Interlocking Poultry Crate



**UMBER COMPANY**  
**LLINOIS**

# WONDERFAT

**For  
Milk  
Feeders**



**For  
Live  
Shippers**

**Different from All Other Mixed Feeds**

**FOR FURTHER INFORMATION WRITE**

**V. R. COMBS**

**Produce Exchange Building  
KANSAS CITY, MISSOURI**

**Sales Manager**

## WONDERFAT POULTRY FEED DEPARTMENT

**ARCADY FARMS MILLING CO., Chicago, Ill.**

**CLOVERLEAF MILLING CO., Buffalo, N. Y.**

**GOLDEN GRAIN MILLING CO., East St. Louis, Ill.**

**TRIANGLE MILLING CO., North Kansas City, Mo.**

WILLIAMS HOUSES SOLD. . KADANE OPENS OFFICE.

Word has been received to the effect that the Williams Produce Company have disposed of their plant and equipment at Fergus Falls, Minn., and Fargo, N. D., as well as the equipment at their Minneapolis place to the DeSota Creamery & Produce Company, which concern will operate the places in the future. E. P. Williams, of the Williams Produce Company, it is reported, expects to take his family on an extensive trip to the northwest and the Pacific Coast country during the spring and early summer.

#### NOW STORAGE PACKING.

The first week in April the Goyert & Vogel Company, whose headquarters are at Cincinnati, Ohio, and who operate eight branches in the heavy egg-producing districts in Ohio and Indiana, began storage packing of eggs.

#### ALL THREE BUY 'EM.

The Coperative Creamery Association, the Montevideo Produce Company and the Robinson Produce Company are handlers of eggs at Montevideo, Minn.

F. A. Kadane, who recently disposed of his interest in the F. A. Kadane Company at Dallas, Texas, has rented offices at 503 Insurance Building, Dallas, Texas, and opened business as a broker and buyer and carlot shipper of live and dressed poultry, butter and eggs under the firm name of Texas Poultry & Egg Company. Mr. Kadane is well known and has had a wide experience in his line.

#### MORE.

J. A. Matthews & Sons, Moundville, Mo., are getting 25 cases of eggs per week, this being 10 cases less than their receipts for the corresponding time last year. It is estimated that the egg lay will be 10 per cent larger than last spring's. There is added interest in poultry raising in their section.

#### EXPECTS FOURTH MORE.

"Prospects are for a 25 per cent increase in egg production in this section this year," writes E. Ehlers, Ogden, Iowa, "over 1922. My weekly receipts are 50 cases—the same as for this time last year."

**SHIP**  
**E G G S**  
**TO**  
**Lewis-Mears Company**  
**127 Reade St.**  
**NEW YORK**

**REFERENCES:---Hanover National Bank of New York, or your own Banker**  
**ASSOCIATE HOUSE OF: LEWIS-MEARS COMPANY, BOSTON, MASS.**

## QUALITY EGGS; MORE MONEY.

A few people have remarked to the Missouri State Marketing Bureau that they market their good eggs for the same price which their neighbors receive for poor eggs. They have raised the question: "Am I adequately paid for my efforts in producing eggs of high quality?"

One woman writes that she produced infertile eggs all summer and marketed them for the same price that other farmers received for fertile eggs of low quality. Naturally, she asks: "Is it worth while?"

There are hundreds of farmers scattered all over Missouri who are correct in holding that they are not getting value received for their extra and No. 1 eggs. These hundreds of farmers who produce eggs of high quality furnish conclusive and material proof that Missouri, the once nationally boasted of premier egg state, should not rank below Iowa in the number of dozens of eggs produced annually and below both Iowa and Illinois in the quality of eggs produced.

"Make Missouri eggs better—it will pay," has been the slogan of the State Marketing Bureau in its egg-candling and grading campaign. The marketing bureau considers the producers of high-quality eggs the most valuable factor in the gradual progress and success in this great commercial undertaking in behalf of the egg industry of Missouri. The producers of high-quality eggs are ever a source of encouragement, envy and inspiration to their more slothful and inefficient neighbors who produce eggs of low quality and thereby drag imperial Missouri to a place below both Iowa and Illinois in the quality of eggs sent to the markets. Each of these producers of good eggs constitutes the nucleus of a "better eggs" movement in his community. Eventually,

then, Missouri egg producers will raise the quality in the state as a whole and realize the profits of the eagerly sought "higher price per dozen" which both Iowa and Illinois now enjoy over Missouri.

"Co-operative production" is, therefore, a very necessary factor in raising the average price per dozen of Missouri eggs. Never before has this truth been realized in such a costly manner to Missouri egg producers as it has been realized in the recent years of intensive commercialization of the egg-producing industry in this state. Missouri eggs now compete on the national markets with eggs from such states as Iowa, California and New Jersey. Missouri egg producers are, therefore, face to face with the necessity of cooperating in the production of eggs of higher quality than those now being produced.

It would be wholly unfair, however, to say that the causes which operate to rank the quality of Missouri eggs below the quality of eggs from Iowa, Illinois and other states are all lodged with the producer. Commercial marketing agencies, taken as a whole, have failed utterly to develop the egg-marketing machinery of the state with the interests of the producer equally in mind with those of his own. The benefits of standardization and purchasing on a graded basis which have been extended to the producer of various other agricultural products have been withheld from the egg producers.

The egg producers themselves, however, have created co-operative egg-marketing exchanges and are making rapid strides in their efforts to "go out and get" the benefits which are due them through proper standardization and marketing of eggs on a graded basis.

There is no good reason for Missouri egg producers to become dis-

## ADAMS, CHAPMAN CO.

37 North Market St.—37 Clinton St.

BOSTON, MASS.

Established 1867

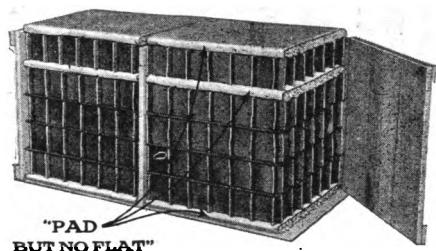
**Our best ad is—SATISFIED SHIPPERS**

**We sellout your consignments of**

**POULTRY AND EGGS**

**Carlots or less**

# No Longer an Experiment



Improved Excelsior Egg Case Pads have now become as staple an article in egg packing as a set of New Standard Honeycomb Fillers, or New Standard Cases.

The Railroad and Express Companies are now advocating a general use of the Pads, as the results of the past season prove that, when Pads are properly used, SIX TO THE CASE, as shown in cut, breakage can be reduced to a minimum heretofore thought impossible.

Be sure Pads you buy are of Standard Construction, each Pad bearing the name and address of the Manufacturer.

## EXCELSIOR WRAPPER CO.

### MANUFACTURERS

Grand Rapids, Mich.  
Sheboygan, Wis.

Chicago Office  
224 West Kinzie St.

# The One Safe Way To Prepare Eggs for Storage "GUARANIZE"

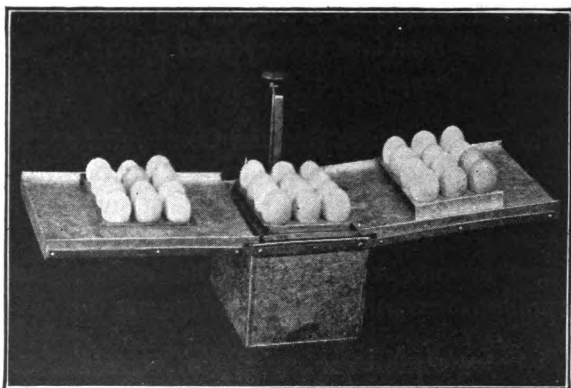
TRADE MARK REGISTERED

New, small-type machine now ready for delivery. Every shipper should put up some eggs this season by our system.

The use of this small machine will convince you of the merits of guaranizing.

**MACHINES ARE LOANED YOU.**

Guaranizing Is to the Egg What Pasteurizing Is to Milk.



WRITE OR WIRE FOR DETAILS NOW.  
GET STARTED THIS YEAR.

## GUARANTY EGG CORPORATION

197 Market Street,  
**NEWARK, N. J.**

SERVICE DEPT.,  
6 Harrison Street,  
New York City

MID-WEST DIVISION,  
208 No. Wells Street,  
Chicago, Ill.

SELLING AGENTS "HOLED-TITE" FLATS.  
THEY PREVENT BREAKAGE.



# **Egg Cases Chicken Coops Poultry Boxes Butter Boxes**

**QUICK  
SHIPMENTS**

**NATIONAL  
BOX COMPANY**

General Offices :  
38th St. and So. Racine Ave.  
CHICAGO, ILL.

Eastern Office :  
712 Liberty Building  
PHILADELPHIA, PA.

**PLANTS AT  
CHICAGO, Ill., and NATCHEZ, Miss.**

couraged in the efforts which they are making to put a product of high quality on the market. An analysis of the problem warrants the optimistic view that Missouri is now entering a new era in commercial egg production and marketing—an era of unprecedented profits through untiring co-operation in production and marketing.—Missouri Marketing Bulletin.

#### FARMERS MORE INTERESTED.

"Farmers in this territory are more interested than usual in raising poultry," says J. J. Rodgers, Montezuma, Iowa. His weekly egg receipts are slightly larger than for this time last year. He is of the opinion that the lay will be 20 per cent larger than for 1922.

#### ABOUT THE SAME.

The egg receipts of Snippy & Harwood, Oran, Iowa, compare favorably with those at this time a year ago. They expect about the same-sized egg lay as last season's.

A. W. Anderson, of the Anderson Produce Company, Buffalo, Minn., has been elected mayor in his own home town.

#### PENNINGTON OPENS OFFICES.

Dr. Mary E. Pennington, who was connected for so long a time with the Bureau of Chemistry of the United States Department of Agriculture, and who did quite a good deal of work in connection with eggs and poultry, has opened offices at 51 Chambers street, New York City, and will specialize in investigation and advisory service in connection with the handling, transportation and storage of perishables and the application of refrigeration thereto as well as the solution of chemical problems concerning such products.

#### COUGHLAN BUTTER BUYER.

William J. Coughlan is now butter buyer for the big Brooklyn chain store company of Thomas Roulston, Inc. Mr. Coughlan was formerly associated with F. M. Coughlan & Son of New York City, and with the Clay Produce Company of Poughkeepsie for the past 11 years.

#### USUAL CROP.

Louis Wahrer & Co., Montrose, Iowa, report that their egg receipts are small, and that they estimate the crop will be a usual one.

### THIRTY YEARS' EXPERIENCE IN THE

# EGG CASE AND FILLER BUSINESS

**Has Taught Us to Properly Serve the Egg  
and Poultry Shippers With**

Cottonwood, White Tupelo, and Gum Egg Cases,  
Egg Case Fillers, Excelsior Pads, Nails, Poultry  
Coops, Poultry Boxes, Poultry Barrels, Egg Case  
Machines, Baled Excelsior, and Eureka Egg Case  
Openers. **PROMPT SHIPMENT. CARLOAD  
LOTS OR LESS.**

**Altamont Manufacturing Co.**  
**ALTAMONT, ILL.**

# Egg Storage

Under management that has satisfied the most critical egg merchants for twenty years.

## Union Terminal Cold Storage Co.

**JERSEY CITY, N. J.**

Located on Main Lines of Erie R. R. and D. L. & W.  
R. R. Track Connections with all Railroads.

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## Manhattan Refrigerating Co.

Gansevoort and West Washington Markets

**NEW YORK CITY**

On Tracks of New York Central R. R.

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## Kings County Refrigerating Co.

**WALLABOUT MARKET—Brooklyn**

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Modern Equipment—Proper Temperatures—Low Insurance  
Unequalled Railroad Facilities—Ideal Location for  
Selling and Distribution—Liberal Advances

**GENERAL OFFICES**

**525 WEST STREET**

**NEW YORK CITY**

**T. A. ADAMS**

**R. A. ADAMS**

## LESLIE COMBS DIES.

Friends in the trade will be pained to hear of the sudden death of Leslie Combs, Memphis, Mo. Mr. Combs was taken seriously ill on leaving Decatur, Ill., for St. Louis, having attended the convention at the former place, and died on the train before reaching the latter city. He was a salesman for the Wonderfat Poultry Feed Department and an uncle of Victor Combs. His home was in Memphis, Mo., and he leaves a widow and four sons, as well as two brothers, Robert and William. The funeral was Tuesday, March 6th.

## DANLEY'S NEW CALENDAR.

The Danley Sanitary Manufacturing Company's new calendar is a very striking one—white paper stock with the printing and calendar all in red, showing illustrations of the Danley No. 16 feeding battery, the Danley sure-grip cooling rack and the Danley bar and slot with "no fingers to break or bend." A good, big calendar that you can read the figures on across the room. If you want a copy ask The Danley Sanitary Manufacturing Company, St. Johns, Mich. Their western representative is W. P. Kernan, 208 North Wells street, Chicago.

## BAD TEXAS FIRE.

Fire destroyed the warehouse and plant of Bassel Brothers at Belton, Tex., recently, entailing a loss of approximately \$75,000. The contents of the office were saved, but that was about all.

The William B. Foster Produce Company with headquarters at Fayetteville, Tenn., has opened a branch house at Albany, Ala. R. H. L. Rambo will be in charge.

## NO CHANGE.

L. J. Kaplan, Lake Wilson, Minn., writes that during March he will forward around 100 cases of eggs per week. His weekly egg receipts are the same as for this time last year. He looks for the usual egg production.

I. Denbo has taken over the poultry and egg business of M. Ber-man, who died recently, at Pulaski, Tenn.

**When You Want the Coin—Ship to Coyne**

Established 1894

**COYNE BROTHERS**

CARLOTS OR LESS

**FRESH EGGS WANTED**

LIVE AND DRESSED POULTRY

Net Capital Exceeds \$200,000.00

Telephone Main—2834

119 W. Southwater St.

CHICAGO

**S. S. LONG & BRO., INC.**

WHOLESALE DEALERS IN

**BUTTER, EGGS AND CHEESE**

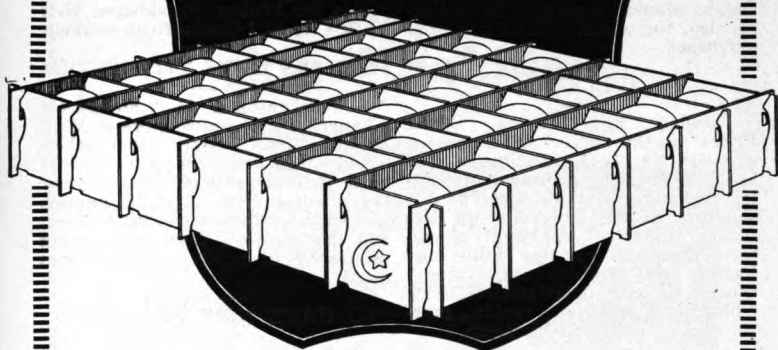
42 North Moore St.

NEW YORK

We Have Unlimited Outlets for Fine Grades of BUTTER  
CHEESE and EGGS and Solicit Consignments

# Crescent Egg Case Fillers

BUILT FOR BETTER SERVICE



**T**HE unusual strength and durability of Crescent Egg Case Fillers are due to the patented Security Lock and to the tough, long-fibred straw from which they are made.

Prove the strength of the Security Lock for yourself! Pick up a Crescent Filler at any corner, in the center or at the end of any strip. Shake it severely! Throw it around! Treat it rough! The lock stays locked—you cannot shake it apart. It gives a perfect “cushion” protection to the egg. Because of its unique design the Security Lock gives a permanent lock without weakening the filler strip by excessive cutting or slotting.

Write for a Crescent Filler sample free and try it! Subject it to any test! Address

## The Creamery Package Mfg. Company

Chicago Office—61-67 W. Kinzie Street

Kansas City, Mo.—1408-10 W. 12th Street

Omaha, Neb.—113-15-17 S. Tenth Street

Denver, Colo.—1649 Blake Street

Waterloo, Iowa—406-8 Sycamore Street

## TWO NEW FARGO PLANTS.

The Blue Valley Creamery Company, one of the largest creamery concerns in the country, has selected Fargo, N. D., as its North Dakota headquarters, and has purchased a site 60 by 140 feet in size and will this summer erect a modern creamery to cost around \$100,000. It had previously been announced that the Fairmont Creamery Company of Omaha would locate a plant at Fargo also, for which ground has been purchased.

## BULLETIN.

"Graded Eggs Bring Better Prices" is the subject of Extension Circular No. 1411, recently revised by F. E. Mussehl, professor of poultry husbandry of the College of Agriculture of the University of Nebraska, Lincoln. Among the subjects discussed are the following: Factors influencing egg values; causes of egg deterioration; establishing a standard; packing market eggs; and direct shipments.

## PREDICT INCREASE.

The Neste, Hamre & Co., Granite Falls, Minn., report that their egg receipts are running about the same as for this time last year. They look for a considerable increase in egg receipts this spring.

## EXPECTS TENTH MORE.

Light receipts of eggs now are indicated by the report from J. R. McConnell, Evans, Iowa. He looks for a 10 per cent increase in the spring lay, however.

It may be the outside man's job to get the business, but it is certainly the inside man's business to keep it.

## INVESTIGATIONAL WORK.

The Connecticut Agricultural College, Storrs, Conn., will, during the present year, conduct an investigation of egg and poultry marketing projects. A comparison will be made of the production cost and marketing methods of the various egg-shipping districts in Connecticut. Information will be collected regarding egg brokerage, and egg prices for Boston, Providence, New York City and Connecticut markets.

## FARMERS MORE INTERESTED.

G. Haakenson & Co., who operate a general merchandise store at Manchester, Minn., state that their weekly egg receipts are slightly more than for this period last year, that the egg crop, in their opinion, will show an increase of 20 per cent and that farmers seem to be more interested in poultry raising than usual.

## TO HAVE NEW FACILITIES.

At Memphis, Tenn., a building 30 by 235 feet in size with track facilities has been purchased by L. Rauch & Co., the egg and poultry dealers. It will be remodeled and made into a modern plant for feeding and dressing poultry and handling eggs.

## LOOKS FOR MORE.

Milo H. Main, Argonia, Kan., advises that he is getting five cases of eggs more per week than was the case at this period last year. An increase of 10 per cent is looked for in the egg crop. More interest is being taken in poultry raising this year.

J. H. Roemir, Madison Lake, Minn., advises that he ships his eggs to Mankato, Minn.

WE GIVE SERVICE THAT BRINGS RESULTS

# COLD STORAGE

ALL MODERN FACILITIES

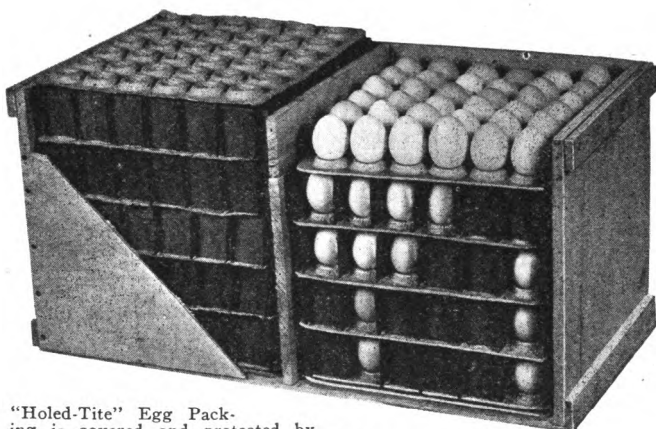
## Special Egg Rooms

Liberal Advances. Track connections with all railroads, and storage-in-transit privileges east and south for Cuba and Mexico trade.

**TULSA COLD STORAGE COMPANY**  
Tulsa, Okla. W. D. Voelker, Vice Pres. and Genl. Mgr.

**Eggs Packed In "Holed-Tite" Flats Are  
Broken Only by the Cook!**

## **"HOLED-TITE" Egg Packing**



"Holed-Tite" Egg Packing is covered and protected by U. S. and Foreign Patents and any infringements will be prosecuted to the full extent of the law.

No change from the usual method of packing, unpacking or handling.

The "Holed-Tite" Flat is used with standard honeycomb fillers, but takes the place of Excelsior Pads and ordinary flats.

Made of elastic moulded pulp—absolutely prevents checking in packing and breakage in transportation.

The projecting rings on flat lock the filler so it cannot shift—prevent bending and breaking of filler ends.

Prevents soiling—any leaking is confined to a single cell.

Does not add to cost of packing.

Saves long-deferred damage claims.

Send for sample Flat and descriptive circular.

**"HOLED-TITE" EGG PACKING CORPORATION**

**New York Mercantile Exchange, New York City**

## ILLINOIS OFFICERS.

The board of directors of the Illinois Poultry & Egg Association, according to their articles of incorporation, elect the officers of the organization. They met recently and selected as president for the ensuing year C. C. Wright of McLeansboro; for vice-president, Charles Cappel of Peoria; and for secretary-treasurer, H. B. Patton of Bloomington. Mr. Patton succeeds C. L. Hatfield, who has been secretary and treasurer of the organization ever since it was started. Mr. Hatfield's resignation was made necessary by reason of the fact that he has left the produce business to engage in another line.

## BEATRICE IN INDIANA.

Recently the Beatrice Creamery Company, whose headquarters are in Chicago, bought the Indianapolis Poultry Company at Indianapolis, Ind. The name has been changed to the Beatrice Creamery Company of Indianapolis, and the headquarters are to be moved to 427-431 Madison avenue. A building at this address is being remodeled for the purpose of the new owners. It will be a three-story structure with basement, have a frontage of 55 feet on the east side of Madison avenue and be 180 feet deep.

## NEW PRODUCTION TEST.

The Schreiber Produce company of Traer, Iowa, is conducting a unique egg-production contest, beginning April 1st. Prizes amounting to \$50 are to be given. Each farmer is to register the number of his hens. The farmer whose hens produce the most eggs is to win the first prize of \$25. The only condition is that the eggs are to be sold in Traer. Before the contest had started 30 farmers had registered and it was expected the number of registrants would reach 100 before April 1st.

## LOOKS FOR MORE.

J. H. Dunn, Meadville, Mo., believes that eggs will go into storage at a higher price than was the case last year. His egg receipts correspond with those received at this time a year ago. However, he estimates that the production will exceed last spring's. He is now shipping in carlots.

The Minnesota Valley Produce Company handle a large part of the egg business of Le Sueur, Minn.

## NEW YORK SUIT.

Read & Garrison, egg and poultry handlers in New York City, have brought suit against Ben Musser for \$16,007.16. It is claimed by them that Musser owes them this amount for money advanced while connected with the firm. Mr. Musser's answer is to the effect that he has \$25,000 coming to him from Read & Garrison. This is the outgrowth of a deal between Read & Garrison and Ben Musser in 1914 on a joint account basis. The case is now in the Supreme Court.

## TO BUILD AT WACO.

The Waco Poultry & Egg Company, Waco, Texas, have purchased property at Washington and Second streets, 45 by 100 feet in size, on which they will erect a new building to cost around \$20,000, the building to be equipped in a modern way for the handling of poultry and eggs.

## NEW TENNESSEE PLANT.

The L. L. Davidson estate at Dyer, Tenn., managed by Asa Davidson, is erecting a new plant there to be equipped with refrigeration rooms and all modern conveniences for egg and poultry handling and for poultry fattening. The new plant, it is expected, will be ready for occupancy about May 15th.

E. P. Antonsen, LeSueur, Minn., reports light egg receipts, although he looks for a five per cent increase in the lay.

## Wayne & Low, Inc.

Commission Merchants

**EGGS, POULTRY  
BUTTER, GAME, ETC.**

References: The Egg Reporter; Cattle Exchange National Bank, National Produce Bank, Chicago.

**159 W. So. Water St., CHICAGO**

## Bickel & Miller

**PHILADELPHIA EGG HOUSE**

**322 So. Front St., PHILADELPHIA, PA**

**EGGS, BUTTER  
AND POULTRY**

**LARGE OR SMALL SHIPMENTS**



# MANUFACTURERS

C F

## Egg Cases, Fillers, Etc.

Are you looking for buyers? Is your mailing list incomplete or out of date? Would you like names of 50,000 shippers of eggs in the United States with their financial and moral credit ratings, yearly volume of business, both CL and LCL, revised and corrected to date? If so the "Blue Book" published by the Produce Reporter Co. contains all this information and is the only publication printed giving this special classification and of great value in securing new connections. Get the 1923 issue. Write for particulars.

---

# EGG SHIPPERS

Do you ever have shipments rejected or lose money through unreliable dealers? Do the railroads pay your damage claims promptly? Avoid these losses and worry by securing the 1923 Blue Book for credit information, new connections, etc. It also entitles you to the

## PERSONAL SERVICE

rendered members including inspecting and adjusting rejected shipments, collections, railroad claims, legal advice, etc. Stop losing money when so easily avoided. Write for particulars and the free booklet "When Is Brokerage Earned."

**Produce Reporter Co.**  
**938-948 State-Lake Bldg., CHICAGO, Ill.**

## DOZENS OR POUNDS?

The selling of eggs by weight is a matter which has been advocated by dealers and consumers in some of the larger cities for some time and is a practice that is quite generally followed in several European countries.

Discussion of this matter is often influenced by the price of eggs. When eggs are low-priced no one seems to bother about the weight, but when eggs are high-priced, as in the fall and winter, discussion of this matter is often revived.

When eggs are high-priced it may be an injustice to both dealer and consumer when they are sold by the dozen. The producer who sells large eggs at the same price that the nearby producer gets for his smaller eggs is not getting as much for his product, because it is a well known fact that the hens laying larger eggs do not, as a rule, lay as many as those laying smaller eggs. Some breeders hatch chicks only from their producers of the largest and best eggs in order to produce a strain of fowls that will lay eggs of good size and when selling by the dozen they get practically no credit for the size except that perhaps their eggs

may be a little more in demand by a local trade.

On the other hand, the consumer of eggs who will pay 50c to \$1 a dozen during the winter for eggs will find a great difference in the food value received for the money in eggs of different weight. On the basis of food value, some eggs at \$1 a dozen may be cheaper than others at 80c a dozen.

Perhaps the chief reason why eggs have almost always been sold by the dozen is because this seems to be the most handy method. Eggs must be carefully handled and cannot be thrown on the scales like potatoes.

Also, if eggs were sold by the pound, hotel and restaurant keepers might show a preference for small eggs, as these would give them more individual orders for their money.

To substantiate this idea some breeders have made the statement that they would consider Bantam fowls the most profitable breed if eggs were to be sold by the pound. The argument for this is that certain buyers, like the hotel and restaurant trade, would want eggs that made up the largest number in the pound.

As an argument against selling by

# Industrial Cold Storage & Warehouse Co.

**Philadelphia, Penna.**

Located on Philadelphia and Reading Railway tracks and connecting with all Refrigerator Lines.

Bill all shipments in our care, "Philadelphia and Reading Railway delivery." No switching charges.

We have the very best facilities for handling and caring for

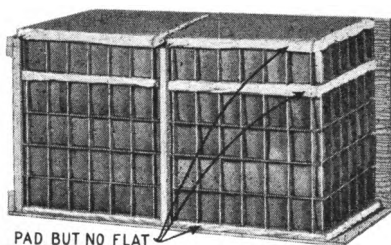
## Butter, Cheese, Eggs and Poultry

Our rates are as reasonable as are consistent with first-class service.

We make liberal advances on goods stored with us.

**The Experience of the 1922 Season  
has proven the worth of the**

# **Improved Excelsior Pad**



**Use them as indicated in the illustration,  
six to the case, with new cases, new  
honeycomb fillers and flats.**

**Good Results Are Certain**

Each pad manufactured by us is guaranteed and bears our  
name and trade mark.

**H. W. Selle & Company**

**MANUFACTURERS**

**1000-1016 N. Halsted Street, CHICAGO, ILLINOIS**

the pound, many poultry producers claim that this would not make much difference because their pullet eggs are small, and eggs from mature fowls are somewhat larger, and what is lost by selling larger eggs by the dozen is gained by selling smaller ones by the dozen.

Marketable eggs should weigh not less than 2 ounces each. At this rate, a crate of 30 dozen eggs will weigh 45 pounds, exclusive of the crate. In markets where quality is carefully considered such eggs will be in better demand and will often sell for somewhat better prices than eggs of smaller size.

Eggs that are much larger than two ounces each are not profitable to sell because they bring very little, if any, higher prices in the general market, and hens do not lay many more. In special markets it is possible to get a premium on eggs that average about 2½ ounces.

The weight of eggs depends to a large extent upon the breed of fowls that lay them and also on the peculiarities of individual fowls. The following, however, gives the average weight of fowls' eggs:

Eggs	Ounces
8 Hen's eggs average.....	16
11 Guinea eggs average.....	16
1 Duck egg.....	3
1 Turkey egg.....	4
1 Goose egg.....	6 or 7

S. W. SHOEMAKER.

#### WAITING ON PRICE.

Under date of March 22d, the Desel-Boettcher Company, Houston, Texas, write as follows: "Some time ago we got out an egg quotation about ¼c above the market. This resulted in our receiving 1,500 cases of eggs in one day. We did not put out any limit this week and this morning received five cases. The situation at this time is just about as in all other years. If we want to pay the price, we can get all we want—up to 5,000 cases per day. We may ship 10 or 15 cars in March, and, on the other hand, we may not ship a single car, depending entirely on what the Easter buyers are willing to pay."

#### LOOKS FOR FOURTH MORE.

C. A. Stafford, Altoona, Kan., reports weekly egg receipts about as usual for the corresponding week in 1922. The production will be 25 per cent larger than last spring's, according to his judgment. Poultry is being raised on a larger scale than usual, he says.

#### POULTRY PAID WELL.

It has been shown by statistics that poultry products brought the farmers of Tillman county, Okla., \$1,500,000 in 1922. One woman, according to Eva M. Mosteller, home demonstration agent, sold \$1,100 worth of turkeys. Another received \$800 for turkeys.

#### OPEN AT PERRY.

The Jensen Creamery Company has opened a house at Perry, Iowa, in the location formerly occupied by the Martin Produce Company. The Jensen Creamery Company has its headquarters at Coon Rapids, Iowa. M. L. Stiles and Frank Bollen will be in charge of the business at Perry.

#### FIVE CARS IN APRIL.

The Lebanon (Mo.) Produce Company report that egg receipts are running about the same as for this period last year—450 to 500 cases. The egg production will be 10 per cent larger than last spring's. Five carloads will be shipped in April.

#### FOURTH MORE.

The egg receipts of the Charles Faidley Feed Store, Alta Vista, Kan., at this time last year were 300 cases per week, while this year they have increased 100 cases. Three cars of eggs will be shipped during the latter part of April.

#### EXPECT SLIGHT INCREASE.

"G. & L." is the trade mark under which Geesman & Lighter, Moneta, Iowa, pack their eggs and poultry. Twenty-five to 50 cases of eggs are received weekly now. A five per cent increase is expected in the spring lay.

#### NEW ILLINOIS FIRM.

Articles of incorporation have been taken out for the A. T. Harmon Produce Company of Centralia, Ill. The authorized capital is \$5,000. The interested parties are A. T. Harmon, L. C. Harmon and Charles H. Holt.

#### SELLS ILLINOIS HOUSES.

Clarence Underhill has sold his poultry houses in Colchester and Macomb, Ill., to the Bushnell Farm Products Company. He will continue as manager under the new ownership.

**STORE IN THE HEART OF THE WEST**

---

# **Egg Storage**

**The Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

offers you excellent storage facilities for your eggs.

In hunting cold storage space for eggs, modern  
equipment, low insurance, convenient  
location, responsibility, experienced  
management and courteous  
attention count.

**WE MAKE LIBERAL ADVANCES**

**An excellent location for reshipping to the  
North, East, West or South**

**Wire or write us your needs.**

**Artesian Ice & Cold Storage Co.**

**St. Joseph, Mo.**

---

**STORE IN THE HEART OF THE WEST**

## BALTIMORE'S ORDINANCE.

In proposing to pass an ordinance compelling restaurants, hotels and boarding houses to proclaim as "cold storage" articles all such items on their menus the city authorities of Baltimore are doing a doubtful service to the consumer and a probable injury to the cold storage industry.

There may be a measure of truth in the statement ascribed to Commissioner Sullivan of the Maryland State Board of Health that, "One effect of this proposed legislation may be educational; it may teach the people at large that cold storage properly conducted and adequately supervised, has no harmful effect on food articles; but the fact that the ordinance is announced as a measure for the protection of the consumer puts on cold storage food the undeserved stigma of low quality and confirms the unfounded prejudice in the public mind against it.

The average hotel keeper and restaurant manager is as ignorant as his patrons of the fact that refrigeration and cold storage are an absolute necessity in the proper handling and distribution of perishable foods from the points of production to the consumer's table. For one restaurant manager who knows that the out-of-season products, such as fresh vegetables sold in winter, for instance, on his bill of fare must of necessity have been at some time carried in cold storage, and who will expect his customers to realize that they are only being informed that they are eating the same cold storage foods that in the past they have eaten with great contentment without that specific information, there are a dozen who will ignorantly cater to the public prejudice by advertising "no cold storage foods served," thus confirming the prejudice. As illustrative of this it may not be amiss to recall that in June of last year the dining car menu of the Pennsylvania railroad system contained the statement, "No cold storage meats or eggs are purchased by the Pennsylvania Railroad." Of course, this statement was eliminated from the menus when a committee of the American Association of Ice and Refrigeration protested to the railroad against it, pointing out that it was undoubtedly untrue, although made in good faith; but, if the great Pennsylvania railroad could thus be misled and thought it good business to make a statement with so unfair an inference is it unreasonable to anticipate that the restaurant and hotel

keepers of Baltimore will not fall into the same error? The proposed ordinance is a direct incitement to them to do so.

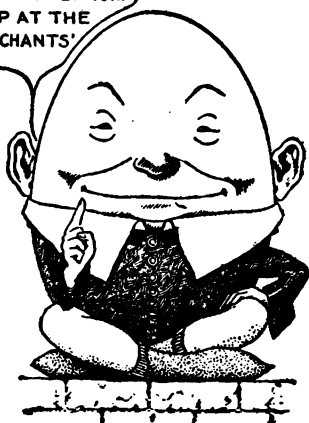
It is indeed unfortunate that the health authorities of Baltimore seem to have no real knowledge of the facts regarding cold storage foods. For their enlightenment it might be well to call to their attention the following endorsement of cold storage eggs by Dr. Copeland, health commissioner of New York:

"There is an unfortunate misunderstanding in the public mind about 'fresh' and 'cold storage' eggs. The prejudice against the latter is not well founded. Indeed, if I entered a market operated by a stranger who had no credentials as to his integrity, I would rather take my chances on an egg frankly labeled 'cold storage' than to take a 'fresh' egg of unknown origin. It might be an egg of such age as to entitle it to belong to the ancient nobility. What are called 'fresh' eggs in the market may not be fresh at all as we understand the term. The egg may have been laid in South Carolina, shipped to some agent in the city, sold by him to the store, and to cover all these meanderings a month or more may pass before the 'fresh' egg reaches your table. It is easy to see that an egg of this type is not fresh in the sense of having been laid yesterday or three days ago. It is 'fresh' merely because it has never been in 'cold storage.'

"Contrasted with this is the egg which is shipped directly from the country to the storage house where it may be kept for several months at such a temperature that no deterioration is possible. As I understand the matter, it is only selected eggs which go into storage. The owner dares take no chance with a doubtful egg because he would have to pay expensive storage charges on an egg which would probably be found spoiled when it came to the time of selling it. It is safe to assume, therefore, that the eggs which are sent to storage are good eggs to begin with. If they are good to begin with and are kept at proper temperature as economy dictates should be the case, the egg is just as palatable, just as nourishing, and, in every sense, just as good as many of the so-called fresh eggs on the market.

"It is natural for us to have a prejudice against any food which has gone into storage because when we think about food, we always resent the thought that time has passed since it was produced. We associate aging with spoiling. This conception dates back to the old days when

**SAY, EGGS!**  
WHEN IN NEW YORK  
STOP AT THE  
MERCHANTS'



**President**  
**Frank A. Horne**

**Vice-President**  
**Alex Moir**

**Sec'y-Treas.**  
**Harry C. Lewis**

**Ass't Sec'y**  
**Frank L. Hawley**

Warehouses of modern construction, low insurance, unequalled locations and superior service for the  
**STORAGE OF**

# EGGS

**OUR TERMINAL FACILITIES**

## **NEW YORK—**

Seventeenth Street and Tenth Avenue Warehouse, in the West Washington Market District, on tracks of the New York Central Railroad.

Downtown Warehouses in the Heart of the Produce Trade, convenient to all Railroad Terminals and Piers.

## **JERSEY CITY—**

Warehouses have track connection with all Freight Lines.

## **NEWARK—**

Warehouse adjacent to the Wholesale Market center.

# **Merchants Refrigerating Company**

**Main Office: 161 Chambers St., New York, N. Y.**

eggs were placed away in some cellar but not at a temperature to preserve them. Consequently, when they were bought by the public, they were better suited for throwing at mouthing actors than to be taken into the stomach.

"The cold storage house is a blessing to society. It permits the storage of products during the flush of production, permitting release at a time when the particular food in question is not being sent to market. Everybody who knows anything about hens knows that there are periods of the year when they do not lay. As consumers of eggs in these modern times, we are not aware of this, because the cold storage house has provided against the time of year when in olden times there was famine.

"Bear in mind, too, that the storage house is under constant supervision. In every state and in every city there are laws which govern the conduct of these establishments. They cannot be operated in any haphazard fashion. They are required to keep the temperature uniformly low. In the case of eggs this is at a point where germ growth and deterioration are impossible."

What Dr. Copeland says of eggs applies with equal truth to other foods commonly labeled "cold storage."

The proposed ordinance is both unnecessary and unfair.—Refrigerating World.

#### EXPECT FOURTH MORE.

The Frederick-Jones Produce Company, Houston, Texas, advise that egg receipts are about the same as for this period last year, running from 100 to 200 cases per week. An increase of 25 per cent is looked for in the lay. They ship eggs in carlots.

#### TWO CARS APRILS.

A. W. Lindsay, Imboden, Ark., says that he is getting a few more cases of eggs per week than was the case at this time last year. He figures that he will have two carloads for shipment in April. A slight increase—probably about 10 per cent—is expected in the egg crop.

#### NO INCREASE.

The Kansas Ice & Storage Co., Salina, Kan., will shortly begin to pack eggs for storage. Their receipts are now running from one to two cars per week. They look for no increase in the spring egg production.

#### THIRTY YEARS AGO.

Thirty years ago we remember that eggs were three dozen for 10c; butter was 10c a pound; milk was 5c a quart; the butcher gave away liver and treated the kids with bologna; the hired girl received \$2 a week and did the washing; women did not powder and paint (in public), smoke, vote, play poker or shake the shimie; men wore whiskers and boots, chewed and spat on the sidewalk and cussed; lunch was free; laborers worked 10 hours a day and never went on a strike; no tips were given to waiters, and the hat check grafter was unknown; a kerosene hanging lamp and a stereoscope in the parlor were luxuries; no one was ever operated on for appendicitis or bought glands; microbes were unheard of; folks lived to a good old age.

Today, you know, all the people ride in automobiles (mostly Fords and Cadillacs) or fly, play golf, shoot craps, play the piano with their feet, go to the movies nightly, smoke cigarettes, drink Bachus juice, blame the h. c. of l. on the Republicans, never go to bed the same day they get up, and think they are having a wonderful time.

#### LIBERAL INCREASE.

J. K. Flora, Mauckport, Ind., looks for the egg production to be larger than last spring's by about 15 per cent. His weekly receipts are 90 cases, this being 20 cases more than for this period last year.

#### COUNTING ON FOURTH MORE.

F. H. Westlake, Dorset, Ohio, reports that he is getting 15 cases of eggs more per week than he was getting at this period last year. He anticipates a 25 per cent increase in the spring lay.

#### ABOUT AS USUAL.

D. L. Butler & Co., Jefferson City, Tenn., do not look for any material change in the size of the egg crop compared with last year's. Just now their receipts are 40 cases per week—the same as for this time last year.

#### LOOK FOR FIFTH MORE.

The St. Francis (Kan.) Equity Exchange will commence to ship eggs in carlots about the 1st of April. It is their belief that the spring crop will be 20 per cent heavier than last spring's.



# FEATHERS

—and—

# QUILLS

**We are cash buyers of all grades of feathers and quills.**

**Ship your stock to us and we will pay you full value.**

**The P. R. Mitchell Co.**

**Brighton Station**

**CINCINNATI, OHIO**

**M. E. Wahlert**

**Theo. L. Guntzler**

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